

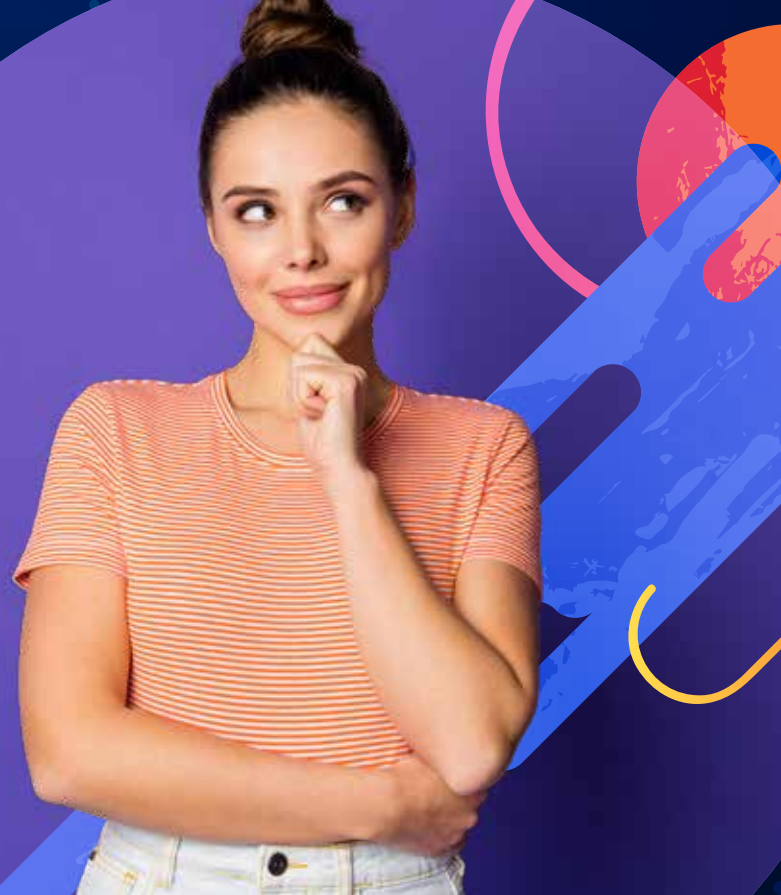
SPOTLIGHT

SEPTEMBER 2021

changing
EXPECTATIONS



What do you EXPECT?



Steve Greer

Chief Executive Officer
American Income Life &
National Income Life Divisions

High achievement always takes place in the framework of high expectation.

– Charles Kettering

We have all changed in one way or another as the result of COVID. Many have come to value and prioritize time with their family and friends more than ever before. Others have come to understand the importance of taking care of their health. I think it's safe to say all of us have changed our ideas about the way business is conducted.

It stands to reason that our customers have also changed. According to the one global change management firm, many consumers are “applying their new mindsets to where, what, and how they buy. Through their purchase choices, they are purposefully seeking to influence their communities and

the environment, and to confirm how they see themselves in the world.” Consumers are changing their buying habits, creating opportunities for companies to respond by setting new standards to meet and exceed their expectations.

This group of consumers has five buying motivations — beyond price and quality — that help determine who will get their business. They are willing to switch brands if their expectations are not met, and pay more to deal with a company that will meet or exceed them.

- **Health and Safety** — After 19 months of masking and social distancing, people are more aware of the health and safety factors of any experience. They want to know that the companies they deal with care about not only the well-being of their customers but those who work for them as well.
- **Service and Personal Care** — Customers want assurance that their evolving needs are understood and addressed. Customer experience is more important than ever. They expect faster response times, more interaction, and respect.
- **Ease and Convenience** — People are more connected than they have ever been and they expect companies to meet them where they are and deliver what they need when they want it. The fancy name for this

is “omnichannel.” It means making sure we can communicate with our customers in whatever manner is most convenient and comfortable for them.

- **Product Origin** — Because what we sell is intangible, we don't have to worry about sourcing materials or what ingredients go into our products. That doesn't mean we can't invest in sustainability in the ways we are able, for example, going paperless. We do have to be aware of our responsibility to our customers and the communities where we live and conduct business. Customers want to do business with companies that care and give back.
- **Trust and Reputation** — Customers want to do business with companies that demonstrate they are who they say they are and do what they say they will do. They want to know a company has high ethical values, and trust that company will do the right thing.

Globe Life and AIL-NILICO are well-positioned to meet and exceed the expectations of not only our customers but our recruits as well. We will continue to evolve, innovate, and thrive now and long after the pandemic is a distant memory. 🌟

To read more about changing expectations and what motivates consumers, visit www.accenture.com.

SPOTLIGHT

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NEWS

SEPTEMBER 2021

VOL. 54 NO. 10

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2018, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: **73.0%**
Net to Gross: **80%**

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Friday 10/22 before 2:00 p.m. CST**. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Wednesday 10/27**. eApp business excluded from the 7 day hold should be uploaded by **Friday 10/29 before 4:30 p.m. CST** to count for **October** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

\$5,837,937

in total BONUSES were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Pages 38-44**.

\$7,676,252

in total July RENEWALS were paid out in August to 5,974 total agents.



SPOTLIGHT DIGITAL
is now on the web!

Spotlight.AILAgents.com

Username: **AIL** | Password: **thrive2021!**

See your SGA or manager if you need assistance.

*** Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2022 Awards Presentation are: the top SGA per category from Categories I-XI based on Net ALP Growth (minimum 15%) and Cat XII based on % of Net ALP Objective (minimum 100%), the top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top five SAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2022 Convention Qualifications online at ARC.AllLife.com or ARC.NILife.com. **Check your production! If there is an asterisk by your position, you could be on your way to stay at Caesars Palace in Las Vegas, Nevada. The convention will be held May 4-7, 2022.**



LOOK FOR ME!

ANNIVERSARIES

42 YEARS OF SERVICE

Steve Friedlander, SGA

22 YEARS OF SERVICE

Dorian Oldham, SGA

21 YEARS OF SERVICE

Matt Henderson, SGA

20 YEARS OF SERVICE

London Burnett, RGA

Kevin Haines, AGT

Alison King, AGT

Marcus Smith, SGA

19 YEARS OF SERVICE

Philip Prata, SGA

18 YEARS OF SERVICE

Kathy Pappas, PR

Randy Souliers, AGT

17 YEARS OF SERVICE

Ryan Bisanz, SGA

Peter Kaplanis, AGT

Steven King, MGA

Tim McAdams, RGA

16 YEARS OF SERVICE

Ross Ewen, MGA

Sharif Grays, AGT

Brett Gryska, SGA

Robert Kanaan, SGA

15 YEARS OF SERVICE

Ryan Hall, RGA

Alex Kae, RGA

14 YEARS OF SERVICE

Ala Awad, AGT

James Cunningham, SGA

Jessica Treybick, AGT

Marisa Willgruber, MGA

13 YEARS OF SERVICE

Daniel Hartwig, SGA

Casey Kunash, RGA

Timothy Leary, PR

Jake Yagjian, SGA

12 YEARS OF SERVICE

Anita Ferris, RGA

Joshua Jackson, RGA

Samy Jacques, RGA

Nadezhda Vitchev, AGT

11 YEARS OF SERVICE

Dustin Edgell, AGT

Tina Nelson, MGA

10 YEARS OF SERVICE

Brandon Baker, RGA

Maren Conway, AGT

Elifranc Deus, AGT

Sean Velasquez, SGA

9 YEARS OF SERVICE

Muhammed Ashraf, GA

Donte Grant, GA

Patrick Guthrie, AGT

Benito Menchaca, GA

Denis Snyder, MGA

Sarah Vacheresse, AGT

Andrew T Wagner, RGA

8 YEARS OF SERVICE

Patricia Cicerale, GA

Lincoln Dziekonski, MGA

Kyle Schroeder-Gurnicz, GA

Susan Sereke, AGT

Joy Vann-Austin, RGA

Troy Williams, MGA

7 YEARS OF SERVICE

Christopher Bennett, SA

Christopher Bentley, RGA

Jessica Boss, AGT

Sam Chan, AGT

Zachary Hansen, SA

VaShawn Nelson, AGT

Carrie Padgett, SA

Daniel Perkins, RGA

Edward Rangel, AGT

Mike Reed, AGT

Kelly Schoenherr, MGA

Karla Stewart, AGT

Lee van Delft, AGT

Victoria Varney, GA

Tabitha Witherell, AGT

6 YEARS OF SERVICE

Katrina Collie, SA

Daryl Graham, RGA

Joanna Hansen, GA

Alex Paguio, MGA

Ashley Rust, MGA

Spencer Simmons, SA

Holly Simpson, AGT

James Snipes, SA

Pablo Solis, MGA

Mark Tusing, AGT

John Vacca, RGA

Travis Vaughn, RGA

Shantayia Williams, MGA

5 YEARS OF SERVICE

Hamza Ally, AGT

Steven Baum, GA

Corey Bednarz, SA

LaDelus Brown, RGA

Marquel Burns, GA

Elba Diaz, SA

Eduardo Hernandez, AGT

Justin Lowe, MGA

Babajide Obashoto, AGT

Juliya Ostapyuk, AGT

Ashley Smith, GA

Alexis Tran, MGA

4 YEARS OF SERVICE

Luis Ayala, SA

Samuel Boyle, SA

Jenise Cardinal Donnelly, AGT

Emily Case, AGT

Jan Clayton, SA

Jack Craig, GA

Dominic Facchini, MGA

Danita George, GA

Christian Gojcaj, SA

Alexis Gomez, RGA

Michele Kieffer, GA

Jenny Kim, RGA

Garrett McCollum, GA

Mitchell Mickovic, GA

Monica Montgomery, MGA

Benjamin Ortlip, SA

Jesus Romero, SGA

David Soto, SA

Vanvipha Sugai, SA

Joseph Webster, AGT

Elizabeth Wilkes, SA

3 YEARS OF SERVICE

Ralph Angell, AGT

Corey Bode, SA

Brian Boehmke, SA

Susan Boudreau, AGT

John Carter, SA

Kajana Carter, SA

Meenakshi Chavis, AGT

Nyachuat Deng, GA

Michael Ellis, AGT

Brianna Garza, AGT

Andres Liranzo, MGA

Richard Mascarenhas, AGT

Barbara Rabelo, PR

Frank Russell, AGT

Justin Rydzial, MGA

Shubham Setia, GA

Souher Shadid, MGA

Amber J Smith, GA

Jeffrey Tillman, GA

Nauleni Tuionetoa, AGT

Domenick Varrato, AGT

2 YEARS OF SERVICE

Joshua Cameron, SA

Travis Carpenter, MGA

Rahiem Chaney, SA

Ryan Clawson, SA

Agnes Collins, AGT

Myles Coston, AGT

Michele Cruz, GA

Barry Donalson, MGA

Jose Duarte Torres, SA

Marvin Fernandez, SA

Matthew Finkelstein, AGT

Maria Folino, SA

Raveen Franklyn, GA

Rawad Hamd, SA

Trevor Hawkins, SA

Jillian Heaney, MGA

Ahmed Kassem, MGA

William Krekeler, AGT

Anne Marie Lampow, SA

Stephen Lanier, SA

Alexandra Longo, MGA

Quanesha Mack, GA

Nicholas Montiel, SA

Akash Naidu, AGT

Kassandra Nepean, SA

Jihad Ottallah, SA

Paul Pestian, AGT

Herbert Polk, AGT

Alexander Roberts, AGT

Marc Rodriguez, SA

Jacob Russell, RGA

Adam Schaefer, MGA

Elijah Scott, SA

Aneis Serrari, SA

Ausha Shaw, GA

Dorian Terra, AGT

Dean Thebeau, GA

Lisa Thomas, GA

Paula Thompson, MGA

Gianni Toma, GA

Susana Vargas, GA

Thomas J Vena, RGA

Aleesha Warner, SA

Adam Wheeler, MGA

Brianna Whicker, AGT

Austin Wilcox, MGA

Candace Williams, GA

1 YEAR OF SERVICE

Omojiwola Akinfolarin, SA

Maraeshah Aljuboori, SA

Trayvontae Allen, GA

Laura Amorer, AGT

Sydney Anderson, SA

Heli Araujo, AGT

Amanda Ashley, GA

Kedamawit Atsbeha, AGT

Anne Banco, SA

Bledar Bane, GA

Lillian Banos, AGT

Sarah Barsky, SA

Brian Barton, SA

Arnessa Beamon, MGA

Kurt Black, SA

Thomas Burdin, SA

Zayd Burns, SA

Brad Burrows, SA

Jenny Camacho, AGT

Daniel Campbell, AGT

Emilio Castillo, AGT

Andrea Cavazos, AGT

Dameyan Chambers, SA

Terry Chatwin, SA

Beauchni Cherubin, AGT

Patricia Cinquemani, SA

Anita Clark, AGT

Moneka Clayton, AGT

Minji Co, AGT

Fernando Coiran, SA

Marissa Colwell, SA

Brenda Coronado, SA

Joshua Cortes, SA

Andrew Daley, AGT

Morgan Dare, SA

Joshua Daugherty, AGT

Barbara Delahoy, AGT

Kimberly Devera, SA

Jenn Dezan, SA

Freddy Diaz, SA

Nancy Djendji, SA

Ngoclan Do, AGT

Yelitza Dominguez, SA

Noris Dominguez Ramirez, AGT

Michael Donovan, SA

Maria Duarte De La Espriella, AGT

Tonya Dunn, SA

Cole Duplanti, GA

Sean Durant, AGT

Colin Dybalski, AGT

Steven Ellis, SA

Kendra Ellison, SA

Carlos Falcon Barros, SA

Jackeline Ferrer, AGT

Julie Freeman, PR

Ashley Frizzell, SA

Nathanael Fullem, SA

Vincenzo Garcia, SA

Oliver Garnett, AGT

Vera Gary, AGT

Christopher Gay, SA

Kevin Greene, GA

Luis Guzman Millan, GA

Gasen Hajali Hajali, AGT

Amber Hammerl, AGT

Carolyn Harris, AGT

Dawn Harris Roblero, SA

Sara Hart, SA

Brent Henderson, SA

Maried Hernandez Villasmil, AGT

Lussie Hilton, GA

Collin Hodson, AGT

Joy Horcajo, SA

Landon Hunter, AGT

Stuart Husbands, AGT

Joseph Hyon, SA

Andres Icaza, AGT

Shibbir Islam, SA

Matthew Jans, SA

Ethan Page, GA

Andre Jefferson, AGT

Faith Jones, SA

The World Changes...

OUR VISION AND COMMITMENTS REMAIN STEADFAST



Susan Fuldauer

Division Vice President
Public Relations

don't think anyone would deny that COVID-19 has flipped the world on its head. Workers have been side-lined due to businesses closing and/or falling ill themselves. In many instances, families' incomes have been greatly diminished and many are facing an unsure future for housing, adequate, well-paid jobs, and child care. We have seen in a big way the insufficiencies of our health care system, including the need for paid sick leave. We have been witness to long lines of middle-class families waiting for food and supplies. And if the pandemic wasn't enough to wreak havoc for our working families, nature added in wildfires, floods, major hurricanes, and other natural disasters. However, we have also affirmed the difference having a union contract can make for working families.

Many families and businesses needed to change their expectations for what will become normal in the future and lay out new plans for how to adapt. Our own business model flipped from being at families' kitchen tables to virtual communications. One

significant change for our industry and company, however, is that insurance has never been more at the forefront of working families' thoughts and considerations.

With such significant change happening, it's vitally important to keep a hand on the pulse of our policyholders, potential clients, and the groups we continue to serve and those we prospect. While AIL-NILICO leadership and everyone connected to our business has been remarkable in adapting to change, it can still be a challenge for individuals, both internal to our company and for those in the communities where we live and work.

Times like these test our ability to be leaders, as we have to balance care for ourselves, our families, the teams we lead and are a part of, and how we continue to support our communities. What we do now and how we adapt to changing expectations can impact us personally and as a business for a long, long time. Addressing the needs of working families and the labor movement we work so closely with will build bridges for us far into the future. We must remain steadfast in our values and commitments, providing needed support wherever and whenever we can. If we make mistakes along this new path, we take responsibility and make corrections without attributing blame. We must remember to keep the larger picture in focus.

Our labor community and labor allies are seizing on this moment to create lasting and positive change for workers. It is truly a time

of transformation, heightened by these recent shifts in awareness. We are at the forefront of bringing the business community to the table with voices and actions supporting these efforts. I'm proud that the choices our AIL-NILICO leadership has made continue to put working families first and bring other business voices together on behalf of workers. The connections and path forward with labor continue to build based on the values we hold dear, on focused actions staying true to those values, and commitments to building stronger communities through the process of building worker power.

While solutions are being worked on to create a better future for workers and their families, we must continue to act with a sense of urgency, optimism, empathy, and determination, as the labor movement, individual workers, families, and communities still need the services we provide; perhaps, even more so now than ever before. Our "feet on the ground," whether virtual or at the kitchen table make a difference and provide a positive step in the financial protection and peace of mind families need in a very trying and challenging time.

While COVID-19 has challenged the status quo in many ways and moved us to make changes to address the challenges of the day, the expectation remains the same: we are aligned and committed to working families and strengthening communities ... always. 🍀

Make Tomorrow Better

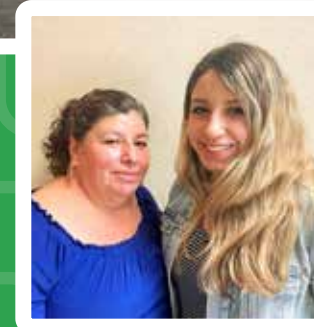


AIL-NILICO's Habitat for Humanity Build Starts October 2!

\$64,534 of \$95,000 Raised to Sponsor Muñoz Home

Thanks to AIL-NILICO's Executive Council, we are \$9,575 closer to the \$95,000 needed to sponsor the future home of the Muñoz family in Waco. The Council met in Colorado for their Fall meeting.

Although the build starts on October 2, we will continue to collect sponsorship donations until after the SGA meeting at the end of October.



Maria and Sandra Muñoz

YOU are invited to participate!

The build takes place on a total of 13 Saturdays beginning October 2, and **anyone** can volunteer! Email Kevin Donaldson kdonaldson@AILife.com for details.

If you can't join us in Waco, you can still help by donating to Waco Habitat for Humanity.

Use the QR code to navigate to our donation page! Forward your confirmation email to lfry@Globe.Life.



#AILGivesBack

The Byron Paz office in Oakville, ON donated \$2,000 to **Reach Out Centre for Kids (ROCK)** in Burlington, ON. Since 1974, ROCK has been providing mental health programs for children, youth, and their families. With programs and services that run out of 11 sites and three main offices, ROCK is committed to being inclusive, client-centered, and family-centered. The organization is dedicated to building strong people, strong families, and strong communities.



NEW ASSOCIATES

PER MANAGER

SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Yolamar Picon Mora	4	Jesus Romero	Dajun Wilson	2	Mark Beckford	Francesca Scala	2	Fort Worth Latino Division
Drew Johnson	3	AO	Brenda Giron Rangel	2	Cohen-Velasquez	Carlos Barreto Bermudez	2	Richardson Latino Division
Daniel Hensley	3	Simon Arias	Jaclyn Lafferty	2	Richard Correa	Zuleima Chinchilla	2	Richardson Latino Division
Jhon Escauriza Contreras	3	Fort Worth Latino Division	Estephania Montecillo	2	Hemerson Gonzalez	Eric Caballero	2	Andrew McQuade
Hugo Tigrera Gamboa	3	Fort Worth Latino Division	Nesmar Vielma	2	Hemerson Gonzalez	Nohelys Abad Martinez	2	Jesus Romero
Diana Navarro	3	Jesus Romero	Akil Elzein	2	Mathew Hart	Freddy Diaz	2	Jesus Romero
Haeli Morris	2	AO	Jeremy Davis	2	Zach Hart	Francisca Villegas	2	Jesus Romero
Christina Salvatore	2	AO	Joshua Hosenbold	2	Henderson-Locker	Edrick Brooks	2	S-S-Parks-Salvaggi
Arielle Surgeson	2	AO	Luis Osorio Bello	2	Fort Worth Latino Division			

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Jorge Caridad	15	Fort Worth Latino Division	Paul Samra	4	Andrew McQuade	Ed-Maggie Myrthil	3	Theodore Pappas
Drake Smith	7	Richard Correa	Ashley Clarke	4	Ernest Powell	Raul Angulo	3	Jesus Romero
Jean Romero Capote	7	Jesus Romero	Johnny Fuller	4	John Young	Carmen Pena Guede	3	Jesus Romero
Stella Roznovan	6	Cohen-Velasquez	Andrew Bishop	3	AO	Matthew Conrad	3	S-S-Parks-Salvaggi
Luis Velasquez	6	Jesus Romero	Brandon Minor	3	AO	Daryl Graham	3	S-S-Parks-Salvaggi
Tahis Quintero Bonilla	5	Jesus Romero	Sara Vaz	3	AO	Clayton Slaughter	3	Michael Vasu
Joshua Egyud	4	Simon Arias	Jeffrey A Smith	3	Simon Arias	Sabrina Smith	3	Michael Vasu
Angel Caridad	4	Fort Worth Latino Division	Kingsley Hansen	3	Denis-Michael Catalano	John Vacca	3	Tommy Vena
Helgi Bistochett Navarro	4	Richardson Latino Division	Mark Banks	3	Cohen-Velasquez	Taulant Bane	3	Dustin Venekamp
Norvi Belisario	4	San Antonio Latino Division	Chilynn Acevedo	3	Fisher-Zuzick	Jovanie Scarlett	3	Weatherspoon-Harris
Patrycja Grudzinska	4	Sabrina Lloyd	Astrid Castrillon	3	Hemerson Gonzalez			
Duane Shaw	4	Sabrina Lloyd	Justin Diaz	3	Theodore Pappas			

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Lubraska Iguaro	6	Jesus Romero	Cody Nykolation	2	AO	Mycah Teagardner	2	Travis Moody
Axel Carrasquel	4	Fort Worth Latino Division	Paul Read	2	AO	Phillip Rigoli	2	Nick Moore
Raul Pinto	4	Jesus Romero	Adam Hanna	2	Simon Arias	Kimbria Bracey	2	Ernest Powell
Bryce Engstrom	3	AO	Spencer Kozej	2	Simon Arias	Christopher Fortenberry	2	Ernest Powell
Jimmie Parsons	3	Simon Arias	Brinsley Maughan-Evanson	2	Simon Arias	Candace Williams	2	Ernest Powell
Chase Snider	3	Simon Arias	Sara Cressman	2	Cohen-Velasquez	Alex Clark	2	Blake Ralston
Derek Johnson	3	Cohen-Velasquez	Michael Harvey	2	Gabriel Feldmann	Luis Guzman Millan	2	Jesus Romero
Stuart Guthrie	3	Richard Correa	Havis Alvarado	2	Hemerson Gonzalez	Roselvy Mediavilla	2	Jesus Romero
Jessenia Yazbek	3	Hemerson Gonzalez	Narayana Pena Gutierrez	2	Hemerson Gonzalez	Catalina Mendoza Hernandez	2	Jesus Romero
Andrea Caridad Perez	3	Fort Worth Latino Division	Gianni Toma	2	Zach Hart	Sean Smith	2	Brian Schreiter
Glorieth Liscano Gamero	3	Fort Worth Latino Division	Chad McLaughlin	2	Henderson-Locker	Connor O'Donnell	2	S-S-Parks-Salvaggi
Jorge Serra	3	Fort Worth Latino Division	Angel Caridad	2	Fort Worth Latino Division	William Thomas	2	S-S-Parks-Salvaggi
Yania Tineo Soto	3	Richardson Latino Division	Christopher P Filline	2	Stephen Jubrey	Melissa Nguyen	2	Tommy Vena
Heriberto Chavez	3	Andrew McQuade	Michael Jang	2	Sabrina Lloyd	Isaac Fuentes	2	Jamison Weatherspoon
Jose Anderson	3	S-S-Parks-Salvaggi	Ebony Ortiz	2	Sabrina Lloyd	Elijah Findley	2	Weatherspoon-Harris
Jillian Getz	2	AO	Danny Sour	2	Sabrina Lloyd	Fatima Jaguros	2	Josh West
Jennifer Jantzen	2	AO	Katie Stahulak	2	Sabrina Lloyd			

RGGA

NAME	#	SGA
Tahis Quintero Bonilla	13	Jesus Romero

NEW ASSOCIATE – \$1,000 contract-to-date new agent





THE MINIMUMS FOR RECOGNITION ARE:
SA & GA – at least two new associates during the month
MGA – at least three new associates during the month
RGGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.



TOP RECRUITING AGENTS** AUGUST

TOTAL LEGACY RECRUITERS: 278 TOTAL LEGACY RECRUITS: 359

 Astrid Castrillon 11 Recruits Hemerson Gonzalez	 Nicholas Chuma 6 Recruits S-S-Bendure-Hartwig	 Ryan Fickert 4 Recruits Zach Hart	 Mario Hajro 4 Recruits AO
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NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	11	Asa Rowe	3	Alex Clark	2	Spencer Kozej	2	Mesele Ruhland	2	John Sierra	2
Nicholas Chuma	6	Crisbeling Scandela Reyes	3	Orlando Crimmel	2	Jacob Krakora	2	John Sierra	2	Jennifer Siregar	2
Ryan Fickert	4	Heather Spender	3	Elijah Findley	2	Pedro Mavo	2	Sabrina Smith	2	Jeffery Thiel	2
Mario Hajro	4	Jonathan Sultan Levy	3	Moshanic Freeman	2	Beau Minnick	2	Liyetsha Pastor Osorio	2	Jose Tigrera Perozo	2
Omar Billy	3	Chilynn Acevedo	2	Johnny Fuller	2	Liyetsha Pastor Osorio	2	Larry Perez Rodriguez	2	Wilson Torrealba Acosta	2
Javier Castillo	3	Holli Allien	2	Samantha Garcia	2	Amindel Reyes	2	Jared Robertson	2	Daniel Umbertone	2
Jhon Escauriza Contreras	3	Jenny Anderson	2	Nicholas Gartside	2	Jared Robertson	2	Daniel Rodriguez Mendoza	2	Adam Wheeler	2
Asiguy Haugabook	3	Adrian Atencio	2	Jarvis Gonzalez Cisneros	2	Daniel Rodriguez Mendoza	2	Evelyn Romero	2	Genesis Rosario	2
Ana Lozada	3	Alexis A Brown	2	Mark Gray	2	Evelyn Romero	2	Genesis Rosario	2		
Alma Lozano	3	Angellese Camacho	2	Marsei Hogan	2						
Melissa Quinn	3	Jose Campos	2	Kaeden Kniffing	2						

TOP RECRUITING AGENTS** YTD

TOTAL LEGACY RECRUITERS: 1,845 TOTAL LEGACY RECRUITS: 3,266

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	53	Chilynn Acevedo	6	Hollie Eilers	5	Valentina Caridad Ferrer	4	Phillip Martin	4	Joseph McCallister	4
Gregory Rudolph	19	Havis Alvarado	6	Armita Ghalandar	5	Angel Caridad	4	Darton McIntire	4	Mitchell Mickovic	4
Ryan Fickert	18	Mark Bernsdorff	6	Daryl Graham	5	Travis Carpenter	4	Daniel Orr	4	Tevin Overton	4
Adam Wheeler	18	Omar Billy	6	Sierra Hartwig	5	Jorge Castro	4	John Partipilo	4	Sever Pena	4
Alma Lozano	14	Javier Castillo	6	Mitchell Jeremiah	5	Ashley Clarke	4	Gabriela Perez	4	Noe Perez	4
Carmen Pena Guedez	12	Fernando Coiran	6	Sakawat Jibrán	5	John Collins	4	Andrei Popa-Martine	4	Daniel Prinzo	4
Jessica Santamarina	12	Matthew Conrad	6	Paul Kelly	5	Jonathan Collins	4	Daniel Ramirez	4	Aminde Reyes	4
Christina Shanno Baldwin	12	Elijah Findley	6	Zachery Kertulis	5	Tommy Conard	4	Daniel Rodriguez Mendoza	4	Ana Romano	4
Jhon Escauriza Contreras	11	Derek Foore	6	Drew Kier	5	Maryori Coto	4	Karen Romero	4	Batzabeth Salazar	4
Nicholas Chuma	10	Mavrick Fredericks	6	Peter Kwiatkowski	5	Veronica Coval	4	Mam Njamba Samba	4	Nehomar Scandela Sandra	4
Mario Hajro	10	Yelineth Godoy Latuff	6	Ana Lozada	5	Juan Diaz	4	George Shafiek	4	Drake Smith	4
Arthur Thomas	10	Jenna Gula	6	Michael Maloney	5	Erlan Diego	4	Eric Thompson	4	Ivannia Laura Ordenez	4
Taulant Bane	9	Cody Langston	6	Mariana Morales	5	Elizabeth Dunn-Gader	4	Kamal Tayyib	4	Nicholas Llewellyn	4
Alexis De Santi	9	Judith Lopez	6	Julian Navalta	5	Benjamin Eckenrod	4	Joseph Tegan	4	Cameron Mandrake	4
Morgan Luptak	9	Johnny Ly	6	Austen Oakes	5	Erin Egyud	4	Eric Thompson	4	Marvin Marcano Hernandez	4
David Carpenter	8	David Ramirez-Benitez	6	Anizabeth Parra Gonzalez	5	Rachael Fleming	4	Joseph Tegan	4		
Channing Gardner	8	Rita Rider	6	Asa Rowe	5	Moises Fuenmayor Amaya	4	Eric Thompson	4		
Marsei Hogan	8	Melinda Skinner	6	Ashley Rust	5	Fouad Gerges	4	Eric Thompson	4		
Travis Kovach	8	Michelle Speciale	6	Aubrey Rustad	5	Alexander Gross	4	Eric Thompson	4		
Felix Villasmil Briceno	8	Hugo Tigrera Gamboa	6	Jonathan Sultan Levy	5	Hanllely Gutierrez	4	Eric Thompson	4		
Katherine Cogollo	7	Yarima Acosta Torres	5	Blake Tomblin	5	Hudson Hall	4	Eric Thompson	4		
Bethany Evans	7	Mickey Adkins	5	Jeffrey Tucker	5	John Hartin	4	Eric Thompson	4		
Maria Hernandez	7	Tiffany Babin-Washington	5	Travis White	5	Christie Jauch	4	Eric Thompson	4		
Jay Maska	7	Heddy Bahena Reyes	5	Megan Yakiemchuk	5	Aliya Johansen	4	Eric Thompson	4		
Mac Massengill	7	London Burnett	5	Youssef Yassine	5	Jonathan Jones	4	Eric Thompson	4		
Sherrie McCarty	7	Luis Calderon Welman	5	Justin Adams	4	Christal Kamp	4	Eric Thompson	4		
Michael McKiernan	7	Nixandra Caraballo	5	Jose Aranguren	4	Madison Kilburn	4	Eric Thompson	4		
Beau Minnick	7	Meredith Carrier	5	Christian Baymack	4	Fotini Kristuli	4	Eric Thompson	4		
Maria Montoya	7	Shawntae Collins	5	Marilyn de Belisario	4	Ivannia Laura Ordenez	4	Eric Thompson	4		
Melissa Quinn	7	Nairobi Contreras	5	Genesis Boscan	4	Nicholas Llewellyn	4	Eric Thompson	4		
Tyler Sevilla	7	Ethan Cooper	5	Michael Botond	4	Cameron Mandrake	4	Eric Thompson	4		
Ransey Vazquez	7	Stephen Davis	5	Jose Campos	4	Marvin Marcano Hernandez	4	Eric Thompson	4		

▼ By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.
 ● Spotlight will picture the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. Spotlight may picture more or less than 5 in case of a tie.
 ■ The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.

MEMBERS

— By Number of Eligible Legacy Recruits*

 Astrid Castrillon Hemerson Gonzalez 76 Recruits TRIPLE PLATINUM	 Daniel Prinzo S-S-Parks-Salvaggi 15 Recruits GOLD	 Jhon Escauriza Contreras Fort Worth Latino Division 11 Recruits SILVER	 Keith James Simon Arias 10 Recruits SILVER	 Dylan Murphy Simon Arias 10 Recruits SILVER	 Mesele Ruhland Arias-Diabik 10 Recruits SILVER
 Ashley Kopchak S-S-Parks-Salvaggi 6 Recruits BRONZE	 Samuel Artzis AO-Lorence 5 Recruits BRONZE	 Beau Cullen Corey Neff 5 Recruits BRONZE	 Ricky Gandhi Sabrina Lloyd 5 Recruits BRONZE	 Jenna Gula Simon Arias 5 Recruits BRONZE	 Marvin Marcano Hernandez Jesus Romero 5 Recruits BRONZE
 Darez Meriwether AO 5 Recruits BRONZE	 Ervin Metaj Dustin Venekamp 5 Recruits BRONZE	 Tina Nelson Mark Beckford 5 Recruits BRONZE	 Romal Omid Mathew Hart 5 Recruits BRONZE	 Tevin Overton Philip Prata 5 Recruits BRONZE	 Asa Rowe Simon Arias 5 Recruits BRONZE
 Hugo Tigrera Gamboa Fort Worth Latino Division 5 Recruits BRONZE					

*A Legacy Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP

COWBOYS CONTEST

WINNERS JULY 1 – AUGUST 31, 2021

INDIVIDUAL PRODUCERS

SUITE TICKETS WINNERS

RANK	NAME	CONTEST NET ALP
ROOKIE		
#1	DAMARIS TREJO	\$93,617.04
#2	SPENCER KOZEJ	\$91,024.68
#3	ALAA ALQASEER	\$76,750.22
#4	FIRAT UGAR	\$75,630.72
VETERAN		
#1	DANIEL PARAVISINI	\$205,735.25
#2	OLEG NOVITCHII	\$130,558.80
#3	ROGER FUNG	\$126,628.05
#4	JOSHUA DISHONG	\$123,584.79

GAME TICKETS DRAWING WINNERS

RANK	NAME	CONTEST NET ALP
ROOKIE		
#1	JOSH SPENCE	\$72,061.56
#2	LADAN RAHBARY	\$67,232.64
VETERAN		
#1	NICHOLAS LLEWELLYN	\$73,849.32
#2	ALEXANDRA LONGO	\$56,186.88

SGAs

SUITE TICKETS WINNERS

RANK	NAME	BASELINE X2	CONTEST NET ALP	GROWTH
CATEGORY 1				
#1	DUSTIN VENEKAMP	\$884,969.51	\$1,637,921.48	85.08%
#2	SIMON ARIAS	\$2,656,080.81	\$3,680,303.65	38.56%
#3	S-S-BENDURE-HARTWIG	\$775,273.10	\$974,217.06	25.66%
CATEGORIES 2-3				
#1	SABRINA LLOYD	\$1,003,480.76	\$1,756,439.92	75.03%
#2	MAT HART	\$566,676.35	\$869,724.60	53.48%
#3	ARIAS-DLABIK	\$545,019.30	\$806,940.56	48.06%
CATEGORIES 4-5				
#1	DESI DIMITROVA	\$121,588.11	\$264,479.76	117.52%
#2	STEVE FRIEDLANDER	\$277,297.09	\$411,202.66	48.29%

GAME TICKETS WINNERS

RANK	NAME	BASELINE X2	CONTEST NET ALP	GROWTH
CATEGORIES 6-7				
#1	COREY NEFF	\$224,821.36	\$312,054.29	38.80%
CATEGORIES 8-9				
#1	HART-LEWICKI	\$99,870.16	\$230,924.74	131.22%
CATEGORIES 10-11				
#1	AO-STENGLEIN	\$44,415.45	\$64,021.12	44.14%
CATEGORY 12				
#1	NIKKI SANDERS	\$34,454.16	\$51,548.14	49.61%



Is What You Do IN YOU?



Domenico Bertini

Division Executive Vice President
American Income Life &
National Income Life Divisions

I was on a roll. It was my 2nd year at AIL, 1988, and I had already had a taste of stage and renewals. I was in the zone that day with two sales already in the bag, when I went to my last appointment in Sylmar CA, and did my last presentation to a family of five. Last appointment is always a sale, so I got to cover the whole family with an A71000 and WL, 10RC, Child Rider and Spouse Rider.

The month went on and eventually the policy was issued and mailed to the office. Since I was taught that great quality is accomplished by seeing your customers as many times as possible, I picked up the policy and moved on for the day by setting new sales appointments. By the way, the biggest complaint customers have about their life insurance agents, is that they never see them again after the policy is sold.

A few weeks later I am back in Sylmar running new appointments and got a no-show. I was in sales mode and decided to do some door-knocks. So, I knock on this door, a nice looking little house with flowers in the front and grass like you could play golf in the front. A gray-haired gentleman comes to the front

door and we go over his return card with no phone number on it and since his wife was home as well, he lets me in for a presentation.

I couldn't understand why at that moment, but I was not even finished with my presentation that he decided to buy immediately a policy for him and his wife. Strange, I thought to myself, it never happens this easy.

So, I asked him the usual question to solidify the sale and make a note for myself in case there would be buyer's remorse later: "What was the best part of the plan for you and your wife?" He responded: "None. I hate insurance. But I understand that you need to have it. You see, my neighbor down the road just lost his family in a car accident, young healthy people. Life is unpredictable and even though I hate it, it's something I need to have to make sure my wife is not taken by surprise if something happens to me."

Again, I did not make any connections at that moment, apart from understanding that he obviously knew someone who lost his family in a car accident, and that was enough to spook him to buy insurance from me. Good timing, I thought.

As the day went on, I finally went to my last appointment that was the policy delivery of that family I had sold few weeks back, still in Sylmar. Starting to see what happens next?

I pull up to the house and the husband who was the Primary Insured was sitting on the porch. We walk through the house to the kitchen table, we sit down. I ask where his wife

is, so I can review and explain how to use the benefits in case something happens. He proceeds to tell me that his wife and the three kids were all killed one week prior in a car accident.

Now I made the connection to the gray-haired man who had just bought two policies hours before.

We don't speak, I can't get words to come out of my mouth. He starts to cry; I start to cry. Finally, I mutter some words of sorrow and sympathy.

He looks at me and says: "Appreciate you being here again, I have no more tears to shed about my loss. Today I am crying because you are here. Because without this policy, I would have gone broke and lost my house to pay for the funerals and all the other bills that I know will come. I can't tell you how much it means to me that I get to keep the house with all the memories of my family."

So, we sat there for a little longer. Then I proceeded to tell him how much the claim would be between death claims, ADB, A71000 hospital benefits etc. he cried some more; we cried some more.

Up to that point I was selling life insurance, I was in the business. It was this family's misfortune that pushed this business into me. The perception of what I was doing changed dramatically to where I never accepted no for an answer when I was with clients who had no insurance.

I told that story to all those who said no, turning many into yeses.

Is what you do in you?! 🤖

The BUSINESS ATHLETE

By **Dorian Oldham**
State General Agent



GOOD GUYS FINISH FIRST

Who is the wealthiest quarterback to ever play in the NFL? Tom Brady? Peyton Manning? John Elway? No, it's the Dallas Cowboys' **ROGER STAUBACH**. What was the iconic Cowpokes' QB earning in his last year as a professional football player? Would you believe a paltry \$160,000? That's a tiny figure compared to today's standards!

Staubach didn't make the huge money that athletes today earn by playing the game of football; he earned his vast wealth as a **BUSINESS ATHLETE!** In the 70s and 80s, players often had jobs in the off-season, and Roger was no exception. He sold real estate for Henry S. Miller when he wasn't slinging touchdown passes and winning Super Bowls. "I was 27 and



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we had three children," Staubach told Forbes in 2014. "If I got hurt, I knew I had a family to provide for, and it was not crazy money in the NFL then."

His football credentials are as good as it gets: two-time World Champion, Super Bowl MVP, and inducted into the National Football League's Hall of Fame in 1985. Roger also earned the nickname "Captain America" for his game time come-from-behind heroics, and of course, he's the inventor of the first "Hail Mary" pass in the NFC playoff victory over the Minnesota Vikings.

Roger excelled in every facet of life. He was an accomplished high school baseball player growing up just down the road from where I lived in Cincinnati, Ohio. His baseball coach persuaded him to play football and he excelled immediately as a defensive player who could run. His coach recognized his ability to run and throw and made him quarterback. That mentorship paid gigantic dividends for Staubach. He went on to play for the U.S. Naval Academy where he won the Heisman Trophy. As a Midshipman, Roger spent four years after he graduated serving in the navy as a Supply Corps Officer during the Vietnam war.

Upon discharge from the navy, Roger signed with the Dallas Cowboys, who had drafted him knowing he was a high risk. Former Dallas Cowboy linebacker Thomas "Hollywood" Henderson credits Roger with saving his life. When Henderson was addicted to crack cocaine and no one would take his calls, Staubach picked up the phone. Henderson entered rehab shortly after and has been clean and sober to this very day. Staubach has never been involved in a scandal,



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he is a family man of the Catholic faith, a wonderful humanitarian, father, and grandfather. Roger says,

"THERE ARE NO TRAFFIC JAMS ON THE ROAD LESS TRAVELED."

In 2018, he was awarded the Presidential Medal of Freedom.

After his playing days, Roger went into the real estate business in North Texas. By 2008, the company had more than 70 offices in North America and 1,600 employees. That year, Staubach sold his company for \$613 million. His net worth today is estimated at more than \$650 million.

During a 2010 real estate luncheon, Staubach said he "learned a lot about teamwork and resiliency and perseverance in football" and it translated well into business. Roger Staubach was my boyhood sports hero. I think I chose wisely. 🏈

LIFE IS SO SHORT, AND THERE ARE ONLY SO MANY CHANCES TO BE IN PRESSURE SITUATIONS. THERE ARE ONLY A CERTAIN NUMBER OF OPPORTUNITIES TO TAKE YOUR TALENT AND ABILITY AND GET THINGS ACCOMPLISHED.

— ROGER STAUBACH



TELL US how you relate sports or a sports figure to your career and life. If you see parallels between sports or sports figures and the AIL/NILICO life, submit your story of 500 words or less to LCFry@aillife.com. If your story is selected, we'll give you a byline and feature your photo along with the article in a future issue of *Spotlight*.



Heat Wave at AIL-NILICO!

Sales

- **BEST August in Company history!**
- **\$23,381,203** Net ALP compared to August 2020
- **5.2% Growth** over August 2020
- YTD Growth = **10.3%**

Quality/Reinstatements

- Total of **2,901** policies conserved
 - **2,144** reinstatements
 - **757** reopens
- **Persistency: 84.61%** — second highest in Company history
- **4-month retention: 79.9%** — highest in Company history
- **August combined net-to-gross: 86%** — highest in Company history

Public Relations

- **81,573** leads received — 3% increase over August 2020
- **250** groups signed — 9% increase over August 2020
- **55** ORI TGs signed — 57% increase over August 2020

THRIVE

VIBRA LATINA



By **Diego Aranguera**
Sales Director

Transformación y Desempeño en Nuestros Equipos de Ventas

Transformation and Performance in Our Sales Teams

A medida que continuamos nuestro camino con American Income Life y National Income Life, encontraremos oportunidades de crecimiento en nuestra vida profesional, financiera, personal o espiritual. Hoy me quiero enfocar en el crecimiento profesional con AIL/NILICO como gerentes y líderes.

Lo principal que hay que entender es el proceso de reclutamiento. Como gerentes, debemos saber que el reclutamiento es el proceso continuo que da vida a nuestras oficinas. El Reclutamiento Personal es la herramienta más eficaz que tenemos, además de otras herramientas de reclutamiento tradicional que implementamos en todas las oficinas. El siguiente paso es asegurarnos de guiar a nuestros candidatos a través del proceso para obtener su licencia, capacitarlos adecuadamente y después, codificarlos para que podamos hacerlos exitosos. Cabe señalar que el éxito de nuestros agentes depende de nuestra capacidad como líderes para ayudarlos a desarrollarse con éxito.

El siguiente paso es muy importante: es necesario entender la industria de los seguros de vida. Entender el nivel de compromiso necesario para salir adelante en este negocio, el nivel de desarrollo personal y profesional que debemos alcanzar como compromiso hacia nuestros agentes y líderes en el proceso de subir en la cadena de mando. El nivel de lealtad con la industria también es muy importante y esto incluye lealtad a American Income Life y National Income Life, lealtad a nuestros clientes quienes cuentan con nosotros a diario y lealtad a nosotros mismos como agentes y gerentes de la industria.

Debemos esforzarnos por construir equipos que tengan las cualidades de desempeño efectivo y transformación continua según lo dicta la industria. Deben tener la agilidad para ajustarse a cualquier cambio que sea necesario con velocidad y así triunfar como equipo.

Estas son las áreas en las que debemos enfocarnos:

1. Trabajo colectivo en equipo para lograr objetivos en común
2. Tomar decisiones adecuadas para el bienestar de la organización
3. El talento siempre liderando el equipo
4. Adoptar estándares que nos ayuden a crear una **cultura** única
5. Desarrollo y aprendizaje continuo para los agentes o líderes emergentes
6. Funcionamiento efectivo con armonía como grupo

Estos puntos son esenciales para el crecimiento eficaz y la construcción de equipos. El liderazgo debe ser siempre una piedra angular en la misión que nos define. Debemos esforzarnos en el crecimiento con el objetivo de continuar el desarrollo de AIL/NILICO. ¡Vibra Latina está presente! ¿Está usted presente, y cuál es su próximo paso? 📞

As we continue our path with American Income Life and National Income Life we will find growth opportunities in our professional, financial, personal, or spiritual lives. I want to focus on growing professionally with AIL/NILICO as managers and leaders.

The main thing to understand is the recruiting process. As managers, we must know that recruiting is the continuous process that gives life to our offices. Personal Recruiting is the most effective tool we have, in addition to other traditional recruiting tools that we use in all offices. The next step is to make sure we drive our candidates through the licensing process, train them appropriately, and then code them so we can make them successful. It is worth noting that the success of our agents depends on our ability as leaders to help them develop successfully.

The next step is very important: as it is necessary to understand the life insurance industry. Understand the level of commitment necessary to get ahead in this business, the level of personal and professional development that we must attain as a commitment to our agents and leaders in the process of moving up the chain of command. The level of loyalty to the industry is also very important and this includes loyalty to American Income Life and National Income Life, loyalty to our customers who count on us, and loyalty to ourselves as agents and managers of the industry.

We must strive to build teams possessing the qualities of effective performance and continuous transformation as dictated by the industry. They must have the agility to adjust to any change necessary with speed to allow them to succeed as a team.

Here are the areas we need to focus on:

1. Teamwork to achieve common goals
2. Appropriate decisions for the well-being of the organization
3. Talent always leading the team
4. Adopt standards that help us create a unique **culture**
5. Development and continuous learning for agents or emerging leaders
6. Effective operation with harmony as a group

These points are essential for effective growth and team building. Leadership must always be a cornerstone of the mission that defines us. We must strive for growth with the objective of continuing the development of AIL/NILICO. Vibra Latina is present! Are you present and what is your next step? 📞

Vemos una tremenda oportunidad en el mercado Latino. AIL/NILICO busca MGAs y GAs Latinos que deseen seguir la carrera profesional de SGA. **Si usted está interesado, hable con su SGA, después envíe un correo electrónico a futuresga@Allife.com**

We see tremendous opportunity in the Latino market. AIL/NILICO is looking for Latino MGAs and GAs wanting to pursue the SGA Career track. **If you are interested, speak to your SGA, then send an email to futuresga@Allife.com**

VETERAN PRODUCER



1
DANA MARTIN GONZALEZ
MIAMI, FL

SA



1
JHON ESCAURIZA CONTRERAS
BEDFORD, TX

ROOKIE MGA



1
JEAN ROMERO CAPOTE
HOUSTON, TX

ROOKIE PRODUCER



1
EPIFANIA SEGOVIA BARRETO
HOUSTON, TX

GA



1
AXEL CARRASQUEL
BEDFORD, TX

RGA



1
ALEXIS NARANJO
HOUSTON, TX

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: AUGUST

Rank	Net ALP	NTG	RET	MGA	SGA
1	Dana Martin Gonzalez	\$14,685	93.4		Beto Quintero
2	Diego Vargas	\$11,876	78.2	Daniel Pacheco	Beto Quintero
3	Leonardo Alsina	\$11,639	75.7	Sergio Carta	Beto Quintero
4	Edgar Gonzalez Montesino	\$11,570	75.7	Rafael Medina	Pappas-Romero
5	Klyo Vidal	\$10,035	82.4		Beto Quintero

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: AUGUST

Rank	Net ALP	NTG	RET	MGA	SGA
1	Epifania Segovia Barreto	\$36,464	100	Jean Romero Capote	Jesus Romero
2	Karolyn Aranzazo Duin	\$35,136	98	Carmen Pena Guedez	Jesus Romero
3	Natalia Galindo	\$28,101	100	Jean Romero Capote	Jesus Romero
4	Edwin Contreras Ojeda	\$27,980	100	Jorge Caridad	Fort Worth Latino Division
5	Marcos Mendoza Cedeño	\$26,681	98	Norvi Belisario	San Antonio Latino Division

TOP LATINO MARKET SUPERVISING AGENTS: AUGUST

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Jhon Escauriza Contreras	\$56,022	\$58,743	100	Jorge Caridad	Fort Worth Latino Division
2	Yolamar Picon Mora	\$34,507	\$35,385	99	Jean Romero Capote	Jesus Romero
3	Amindel Reyes	\$30,688	\$45,991	100	Norvi Belisario	San Antonio Latino Division
4	Carlos Barreto Bermudez	\$29,106	\$31,125	98	Helgi Bistochett Navarro	Richardson Latino Division
5	Roque De Jesus Acosta Gonzalez	\$28,984	\$31,300	100	Jorge Caridad	Fort Worth Latino Division

TOP LATINO MARKET GENERAL AGENTS: AUGUST

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Axel Carrasquel	\$93,075	\$102,950	100	Jorge Caridad	Fort Worth Latino Division
2	Lubraska Iguaro	\$76,247	\$86,402	99	Luis Velasquez	Jesus Romero
3	Marcos Mendoza Cedeño	\$56,877	\$83,558	100	Norvi Belisario	San Antonio Latino Division
4	Andreina Atencio Prado	\$55,600	\$82,014	100	Norvi Belisario	San Antonio Latino Division
5	Elmar Salas Velasco	\$51,440	\$103,505	97	Tahis Quintero Bonilla	Jesus Romero

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: AUGUST

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Jean Romero Capote	276.5%	\$89,156	\$32,250	77.4	Jesus Romero
2	Luis Velasquez	271.3%	\$87,490	\$32,250	96	Jesus Romero
3	Adalberto Paz	193.8%	\$62,489	\$32,250	93	San Antonio Latino Division

TOP LATINO MARKET REGIONAL GENERAL AGENTS: AUGUST

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Alexis Naranjo	291.6%	\$126,288	\$32,250	94	Jesus Romero
2	Susana Al Choufi Naim	22.9%	\$39,620	\$32,250	76.7	Hemerson Gonzalez

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Dana Martin Gonzalez	\$107,699	93.4		Beto Quintero
2	Diego Vargas	\$69,619	78.2	Daniel Pacheco	Beto Quintero
3	Leonardo Alsina	\$58,419	75.7	Sergio Carta	Beto Quintero
4	Amanda Urdaneta	\$52,955	86.0	Alfredo Garcia	Beto Quintero
5	Victor Romero	\$50,506	85.5	Doris Martinez Garcia	Beto Quintero

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Nancy Djendji	\$134,696	74.5	Jean Romero Capote	Jesus Romero
2	Epifania Segovia Barreto	\$117,218	100	Jean Romero Capote	Jesus Romero
3	Larry Perez Rodriguez	\$105,600	100	Solgeis Cardozo Mijares	Hemerson Gonzalez
4	Noris Dominguez Ramirez	\$104,703	77.6	Jean Romero Capote	Jesus Romero
5	Hernan Rodriguez Becerra	\$100,058	87.6	Raul Angulo	Jesus Romero

TOP LATINO MARKET SUPERVISING AGENTS: YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Carlos Barreto Bermudez	\$197,186	\$209,102	98	Helgi Bistochett Navarro	Richardson Latino Division
2	Juan Guzman Aular	\$189,888	\$235,100	100		Jesus Romero
3	Nesmar Vielma	\$125,418	\$179,039	97	Solgeis Cardozo Mijares	Hemerson Gonzalez
4	Yelitza Dominguez	\$124,640	\$257,620	99	Jean Romero Capote	Jesus Romero
5	Karem Cogollo	\$122,281	\$229,507	97	Norvi Belisario	San Antonio Latino Division

TOP LATINO MARKET GENERAL AGENTS: YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Nafic Djendji Abdel Khalek	\$412,212	\$885,069	98	Jean Romero Capote	Jesus Romero
2	Taleb Jammoul Hajali	\$374,065	\$724,847	93		Beto Quintero
3	Lubraska Iguaro	\$368,467	\$427,871	98	Luis Velasquez	Jesus Romero
4	Elmar Salas Velasco	\$285,210	\$478,244	97	Tahis Quintero Bonilla	Jesus Romero
5	Bettania Ramos	\$278,627	\$382,415	100	Adalberto Paz	San Antonio Latino Division

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Mayra Robles	13.1%	\$262,523	\$232,133	77.1	Gonzalez-Vasu

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Jean Romero Capote	323.6%	\$834,888	\$258,000	77.4	Jesus Romero
2	Luis Velasquez	232.4%	\$599,720	\$258,000	96	Jesus Romero
3	Jorge Caridad	230.8%	\$595,515	\$258,000	80.3	Fort Worth Latino Division

TOP LATINO MARKET REGIONAL GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Alexis Naranjo	4323.2%	\$1,053,141	\$23,810	94	Jesus Romero
2	Susana Al Choufi Naim	181.9%	\$559,518	\$198,472	76.7	Hemerson Gonzalez



changing EXPECTATIONS

WAYS OUR CUSTOMERS ARE EVOLVING

Consumers have shifted their expectations faster and more completely than at any other time in history. Half of consumers in more than 22 countries say the pandemic has caused them to rethink their purpose and re-evaluate what's important to them in life.



Sources:
 Accenture.com, Life Reimagined: Mapping the motivations that matter for today's consumers https://www.accenture.com/us-en/insights/strategy/reimagined-consumer-expectations?c=acn_glb_lifereimaginedgoogle_12246384&n=psgs_0621&glid=Cj0KCQjwpreJBhDvARIsAF1_BU1kP8VEIL62gsvaX2m0oIHszVzPeuKDix_lpXqZh2NcyHmlc1-kYEaAqZdEALw_wcB&gdsrca=aw.ds
 EY.com, Future Consumer Index Cycle 6: How a year of pandemic changed consumers https://www.ey.com/en_us/consumer-products-retail/future-consumer-index-cycle-6-how-a-year-of-pandemic-changed-consumers

1 FIRAT UCAR
PHOENIX, AZ

2 EPIFANIA SEGOVIA BARRETO
HOUSTON, TX

3 DAMARIS TREJO
SCHAUMBURG, IL

4 KAROLYN ARANZAZO DUIN
HOUSTON, TX

5 JENNIFER SAVINO
NEW YORK, NY

6 KURT EVANS
INDIANAPOLIS, IN

7 ALAA ALOQSEER
TROY, MI

8 GRETCHEN LAROSA
MARLBOROUGH, MA

9 ARMENIA VASQUEZ
SCHAUMBURG, IL

10 EMILJANO CITAKU
WESTLAKE, OH

11 NATALIA GALINDO
HOUSTON, TX

12 EDWIN CONTRERAS OJEDA
BEDFORD, TX

13 MELISSA GRIEB
SPOTSVYLVANIA, VA

14 DAOU NASER
CLEVELAND, OH

15 KIMBRIA BRACEY
JACKSON, MS

16 MARIAM ALABI
MARLBOROUGH, MA

17 MARCOS MENDOZA CEDAÑO
SAN ANTONIO, TX

18 NANCY DJENDJI
HOUSTON, TX

19 JOSEPH CRIVELLI
WEXFORD, PA

20 CHARLES POWERS
WEXFORD, PA

ICEBREAKERS

MOISES RIVERO FUGUET
BEDFORD, TX

JOHAN TABARES GORDILLO
RICHARDSON, TX

LUIS BARBARESCO GARCIA
RICHARDSON, TX

AUGUST

Rank	Net ALP	NTG	RET	MGA	SGA
1	\$60,215	91		Taulant Bane	Dustin Venekamp
2	\$36,464	100		Jean Romero Capote	Jesus Romero
3	\$36,372	96		Zach Otto	Sabrina Lloyd
4	\$35,136	98		Carmen Pena Guedez	Jesus Romero
5	\$32,973	92		Cody Gardner	Albert Serur
6	\$32,740		86.4	Tyler Boulden	Josh West
7	\$32,258	99		Ian Rouleau	Zach Hart
8	\$30,434	100		Jake Gelb	Nick Moore
9	\$29,757		92.0	Aaron Piotrowski	Sabrina Lloyd
10	\$28,460	91		Arif Hajro	AO
11	\$28,101	100		Jean Romero Capote	Jesus Romero
12	\$27,980	100		Jorge Caridad	Fort Worth Latino Division
13	\$27,773	100		Eno Iftiu	AO
14	\$27,632	97		Matthew Conrad	S-S-Parks-Salvaggi
15	\$27,425		76.0	Ashley Clarke	Ernest Powell
16	\$27,259	95		James Sodan	Nick Moore
17	\$26,681	98		Norvi Belisario	San Antonio Latino Division
18	\$26,461		74.5	Jean Romero Capote	Jesus Romero
19	\$25,829	97		Brody Maughan-Evanson	Simon Arias
20	\$25,568		86.6	Sokol Fazliu	Simon Arias
21	\$25,138		91.9	Bruce Viaje	AO
22	\$24,855	100		Adalberto Paz	San Antonio Latino Division
23	\$24,576	100		Jorge Caridad	Fort Worth Latino Division
24	\$24,301	100		Helgi Bistochoett Navarro	Richardson Latino Division
25	\$23,858	91		Joe Lewo	Henderson-Locker
26	\$23,693		76.9	Matthew Diulus	Simon Arias
27	\$23,567		81.2	Saury Espailat	Ryan Bisanz
28	\$23,015		83.5	Ryan Crawford	Simon Arias
29	\$22,473		87.6	Raul Angulo	Jesus Romero
30	\$22,342	93		Eno Iftiu	AO
31	\$22,081		82.0	Maria M Ramirez	Hart-Lewicki
32	\$22,074		87.0		Beto Quintero
33	\$22,027	95		Kendall Wilson	Sabrina Lloyd
34	\$21,838	99		Joshua Wang	Ryan Bisanz
35	\$21,610	100			Richardson Latino Division
36	\$21,581		75.6	Adalberto Paz	San Antonio Latino Division
37	\$21,395		80.1	Arif Hajro	AO
38	\$21,045	100		Victoria Lewis	Ernest Powell
39	\$20,866	100		Norvi Belisario	San Antonio Latino Division
40	\$20,412	100		Victoria Lewis	Ernest Powell
41	\$20,323		93.9	Duane Shaw	Sabrina Lloyd
42	\$20,228	99		Patrycja Grudzinska	Sabrina Lloyd
43	\$19,826	100		Patrycja Grudzinska	Sabrina Lloyd
44	\$19,808	100		Norvi Belisario	San Antonio Latino Division
45	\$19,754		86.9	Jenny Kim	AO
46	\$19,724	100		Doron Freud	Giglione-Ackerman
47	\$19,609		83.2	Mark Bernsdorff	Simon Arias
48	\$19,529		75.8	Brandon Summerton	AO
49	\$19,501		92.1	Jennylyn Militante-Radnoty	Steve Friedlander
50	\$19,418		87.5	John Vacca	Tommy Vena

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	\$250,101		83.2	Mark Bernsdorff	Simon Arias
*2	\$226,917		91.9	Bruce Viaje	AO
*3	\$212,499		81.2	Saury Espailat	Ryan Bisanz
*4	\$196,513		87.8	Taulant Bane	Dustin Venekamp
*5	\$184,364		76.0	Ashley Clarke	Ernest Powell
*6	\$176,603		80.1	Arif Hajro	AO
*7	\$173,919		86.6	Eno Iftiu	AO
*8	\$166,656		87.5	John Vacca	Tommy Vena
*9	\$151,377		77.0	Joseph Tomanovich	AO
*10	\$148,567		83.5	Ryan Crawford	Simon Arias
11	\$146,643		86.8	Arturo Romero	S-S-Parks-Salvaggi
12	\$145,398	84		Jeremiah Russin	Simon Arias
13	\$144,934		87.0	Taulant Bane	Dustin Venekamp
14	\$141,802			Joseph Rotolo	Henderson-Locker
15	\$135,014	93		Joe Lewo	Henderson-Locker
16	\$134,696		74.5	Jean Romero Capote	Jesus Romero
17	\$131,608		90.3	Mark Lomonaco	AO
18	\$130,320	98		Patrycja Grudzinska	Sabrina Lloyd
19	\$128,026		93.7	Mark Bernsdorff	Simon Arias
20	\$125,137		81.4	James Fangmann	Albert Serur
21	\$124,791	92		Cody Gardner	Albert Serur
22	\$124,572	96		Zach Otto	Sabrina Lloyd
23	\$124,156		77.4	Joe Lewo	Henderson-Locker
24	\$123,039	94		Eno Iftiu	AO
25	\$122,748		86.4	Tyler Boulden	Josh West
26	\$122,620		90.4	Brandon Hughes	Dustin Venekamp
27	\$121,202	93		Eno Iftiu	AO
28	\$117,719		81.6	Joe Lewo	Henderson-Locker
29	\$117,218	100		Jean Romero Capote	Jesus Romero
30	\$116,654	91		Joe Lewo	Henderson-Locker
31	\$115,390		79.3	Anthony Chinaglia	Evan Holzhauser
32	\$112,121		82.3	Joe Lewo	Henderson-Locker
33	\$111,988	91		Edward DeFurio	Nick Moore
34	\$111,364		79.5		James Cunningham
35	\$109,988	91		Jenny Kim	AO
36	\$109,586		73.3	Travis Picklesimer	S-S-Bendure-Hartwig
37	\$108,701	87		Carlo Buhay	AO
38	\$108,132		75.8	Brandon Summerton	AO
39	\$108,066		94.4	Daniel Prinzo	S-S-Parks-Salvaggi
40	\$107,940	97			Josh West
41	\$107,644		74.1		Josh West
42	\$107,428	95		Stuart Pagan	Mathew Hart
43	\$106,945		76.3	Jeffrey Espinal	Theodore Pappas
44	\$106,517		87.8	Chilynn Acevedo	Fisher-Zuzick
45	\$105,600	100		Solgeis Cardozo Mijares	Hemerson Gonzalez
46	\$104,703		77.6	Jean Romero Capote	Jesus Romero
47	\$104,233	89		John Vacca	Tommy Vena
48	\$100,058		87.6	Raul Angulo	Jesus Romero
49	\$100,041	94		Jay Maska	Arias-Dlabik
50	\$99,689	88		Eno Iftiu	AO

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.



1
DANIEL PARAVISINI
GRANDVIEW, MO



2
ARTURO ROMERO
CLEVELAND, OH



3
OLEG NOVITCHII
CLEVELAND, OH



4
KEVIN ISHIKANE
KAPOLEI, HI



5
JOSHUA DISHONG
COLUMBUS, OH



6
MUHAMMED ASHRAF
FLUSHING, NY



7
JIHAD OTTALLAH
CLEVELAND, OH



8
DUNI OLUSEGUN
INDIANAPOLIS, IN



9
CARMEN ARROYO
FLUSHING, NY



10
AREF SAYEGH
HALIFAX, NS



11
TREVOR BAILEY
HALIFAX, NS



12
ALEXANDRA LONGO
SAN BERNARDINO, CA



13
ALIPATE MAKAUI
AVONDALE, AUCKLAND



14
MICHAEL VAN DELFT
HALIFAX, NS



15
TODD KRUPA
STEILACOOM, WA



16
WESLEE CAJERAS
AVONDALE, AUCKLAND



17
JOEY KENNEDY
HENDERSONVILLE, TN



18
MAX QUASEM
LOS ANGELES, CA



19
LILY SAKAI
LOS ANGELES, CA



20
MATTHEW ZANG
SAINT PAUL, MN

AUGUST

Rank	Net ALP	NTG	RET	MGA	SGA
1	Daniel Paravisini	\$100,924	88.0	Ryan Stenglein	AO
2	Arturo Romero	\$87,735	77.9	Arturo Romero	S-S-Parks-Salvaggi
3	Oleg Novitchii	\$79,467	88.6	Eric Thompson	S-S-Parks-Salvaggi
4	Kevin Ishikane	\$59,311	88.1	Blake Higuchi	AO
5	Joshua Dishong	\$56,506	83.9	Joshua Dishong	S-S-Bendure-Hartwig
6	Muhammed Ashraf	\$56,090	88.9	Sabrina Kryshundayal	Theodore Pappas
7	Jihad Ottallah	\$46,571	90.9	Matthew Conrad	S-S-Parks-Salvaggi
8	Duni Olusegun	\$46,106	81.9	Duni Olusegun	James Cunningham
9	Carmen Arroyo	\$45,733	83.8	Carmen Arroyo	Theodore Pappas
10	Aref Sayegh	\$43,929	90.3	Phillip Waisman	Satti-Kanaan
11	Trevor Bailey	\$43,651	90.1	Scott Wheeler	Satti-Kanaan
12	Alexandra Longo	\$37,133	85.9	Alexandra Longo	Hart-Lewicki
13	Alipate Makau	\$34,305	95.0	Alipate Makau	Steve Friedlander
14	Michael van Delft	\$32,786	89.6		Satti-Kanaan
15	Todd Krupa	\$31,958	89.6	Jessica Chang	AO
16	Weslee Cajeras	\$31,633	86.1	Jonathan Da-Al	Steve Friedlander
17	Joey Kennedy	\$31,546	86.9		AO
18	Max Quasem	\$31,294	86.2		Cohen-Velasquez
19	Lily Sakai	\$30,957	93.2		Cohen-Velasquez
20	Matthew Zang	\$30,305	84.5	Ryan Stenglein	AO
21	Roger Fredericks	\$29,926	88.9	Adrienne Bragas	AO
22	Bryan Juskiw	\$29,739	85.4	Bryan Juskiw	S-S-Bendure-Hartwig
23	David Rigney	\$29,570	91.5	David Rigney	Kevin Holtz
24	Derrick Mason	\$28,845	81.0	Derrick Mason	Chad Deley
25	Alex Miller	\$27,260	78.3	Stephen Jeung	Cohen-Velasquez
26	Kristi Basho	\$26,835	87.2	Arif Hajro	AO
27	Alexander Pham	\$26,578	79.5	Bruce Viaje	AO
28	Jonathan Rindt	\$25,585	84.4	Jonathan Rindt	Simon Arias
29	Andrew Haskins	\$25,044	73.6	Chris La Fond	AO
30	Andrew Brown	\$25,036	95.8	Ryan Stenglein	AO
31	Joachim Jean	\$24,643	89.9	Ryan Hall	Laura Fisher
32	Alvin Ali	\$24,349	74.1		Andrew McQuade
33	Ashkan Khoshmagham	\$23,507	88.0	Ashkan Khoshmagham	AO
34	Mike Reed	\$23,425	93.0	Meaghan Krecsko	AO
35	Shiv Patel	\$23,256	83.9	Zach Otto	Sabrina Lloyd
36	Roger Fung	\$22,892	76.6		Mathew Hart
37	Amanda Lustbader	\$22,550	79.4	Michelle Olivo	Giglione-Ackerman
38	Samisoni Koloa	\$22,532	96.1	Paul Kelly	Steve Friedlander
39	Zachery Kertulis	\$22,530	81.5	Zachery Kertulis	S-S-Parks-Salvaggi
40	Melinda Skinner	\$22,374	87.1	Melinda Skinner	Weatherspoon-Harris
41	Phi Phan	\$21,516	73.5	Phi Phan	Desi Dimitrova
42	Cory Moncol	\$21,473	94.0	Matthew Conrad	S-S-Parks-Salvaggi
43	Maria M Ramirez	\$21,329	76.7	Maria M Ramirez	Hart-Lewicki
44	Danial Arif	\$20,909	90.7	Doron Freud	Giglione-Ackerman
45	Randa Mustafa	\$20,731	94.9	Brent Bowling	S-S-Parks-Salvaggi
46	Julia Loboda	\$20,581	94.1	Marisa Willgruber	Theodore Pappas
47	Tony Georges	\$20,563	90.8	Matthew Conrad	S-S-Parks-Salvaggi
48	Joel Trask	\$20,448	75.2	Christopher Bungay	Satti-Kanaan
49	Ranjana Chopra	\$20,258	81.8		Chalom-Chalom
50	Lleison Martinez	\$20,122	74.7	Begona Patino-Lopez	Cisco Perez

ALL TIME RECORD: \$189,995 Net ALP — MARK NEILSON

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Joshua Dishong	\$478,571	83.9	Joshua Dishong	S-S-Bendure-Hartwig
*2	Daniel Paravisini	\$455,621	88.0	Ryan Stenglein	AO
*3	Oleg Novitchii	\$432,183	88.6	Eric Thompson	S-S-Parks-Salvaggi
*4	Michael van Delft	\$352,392	89.6		Satti-Kanaan
*5	Duni Olusegun	\$349,385	81.9	Duni Olusegun	James Cunningham
*6	Carmen Arroyo	\$331,828	83.8	Carmen Arroyo	Theodore Pappas
*7	Arturo Romero	\$330,366	77.9	Arturo Romero	S-S-Parks-Salvaggi
*8	Kevin Ishikane	\$314,123	88.1	Blake Higuchi	AO
*9	Aref Sayegh	\$304,064	90.3	Phillip Waisman	Satti-Kanaan
*10	Roger Fung	\$287,847	76.6		Mathew Hart
11	Muhammed Ashraf	\$262,909	88.9	Sabrina Kryshundayal	Theodore Pappas
12	Alipate Makau	\$250,707	95.0	Alipate Makau	Steve Friedlander
13	Lily Sakai	\$249,388	93.2		Cohen-Velasquez
14	Derrick Mason	\$239,604	81.0	Derrick Mason	Chad Deley
15	Andrew Haskins	\$234,553	73.6	Chris La Fond	AO
16	Trevor Bailey	\$230,223	90.1	Scott Wheeler	Satti-Kanaan
17	Roger Fredericks	\$229,313	88.9	Adrienne Bragas	AO
18	Dina Boghdady	\$210,627	80.6	Luay Ghawi	AO
19	Max Quasem	\$187,562	86.2		Cohen-Velasquez
20	Alex Miller	\$186,161	78.3	Stephen Jeung	Cohen-Velasquez
21	Matthew Zang	\$171,559	84.5	Ryan Stenglein	AO
22	Kevin Gillum	\$169,929	85.0	Mark Neilson	AO
23	Ellen Tuttle	\$166,685	85.0		Brett Gryska
24	Mario Hajro	\$166,671	85.3	Mario Hajro	AO
25	Mike Reed	\$162,229	93.0	Meaghan Krecsko	AO
26	Arif Hajro	\$161,105	87.3	Mario Hajro	AO
27	Jillian Getz	\$161,057	86.4	Arif Hajro	AO
28	Bryan Juskiw	\$159,779	85.4	Bryan Juskiw	S-S-Bendure-Hartwig
29	Stephen Bowen	\$154,886	86.0	Stephen Bowen	AO
30	Joey Kennedy	\$153,249	86.9		AO
31	Kristi Basho	\$150,386	87.2	Arif Hajro	AO
32	Viktorious Dugan	\$149,702	87.6	Mark Neilson	AO
33	Shiv Patel	\$147,570	83.9	Zach Otto	Sabrina Lloyd
34	Kasali Kotun	\$147,537	80.7	Kasali Kotun	Williams-Akinade-Musso
35	Alex Smith	\$146,146	90.7	Clint Perry	AO
36	Joachim Jean	\$145,968	89.9	Ryan Hall	Laura Fisher
37	Jesse Fullmer	\$145,840	95.4	Jesse Fullmer	AO
38	Alexandra Longo	\$143,491	85.9	Alexandra Longo	Hart-Lewicki
39	Omar Hashimi	\$138,993	85.0	Paul Samra	Andrew McQuade
40	Jihad Ottallah	\$138,990	90.9	Matthew Conrad	S-S-Parks-Salvaggi
41	Abeni Mayfield	\$137,649	79.0	Timothy Bugge	Simon Arias
42	Phi Phan	\$136,297	73.5	Phi Phan	Desi Dimitrova
43	Nicholas Davis	\$136,165	74.4	Samy Jacques	Tom Williams
44	Tennison Mather	\$136,048	80.3	Joseph Tomanovich	AO
45	Klaudio Martinaj	\$134,587	82.9	Eno Iftiu	AO
46	Nicholas Llewellyn	\$134,463	80.1	Taulant Bane	Dustin Venekamp
47	DeAnthony Hartman	\$133,402	81.3	Nick Scordos	Zach Hart
48	Razan Zarba	\$130,496	73.3	Razan Zarba	Mathew Hart
49	Troy Plummer	\$130,089	78.5	Chris La Fond	AO
50	Ireland Simi	\$128,420	85.7	Edward DeFurio	Nick Moore

ALL TIME RECORD: \$756,403 Net ALP — JOSH DISHONG

LIFETIME RECORD: \$3,972,845 Net ALP — MAX QUASEM 8/31/21

SUPERVISING AGENTS



1
JHON ESCARIZA CONTRERAS
BEDFORD, TX



2
ANGELLESE CAMACHO
MARLBOROUGH, MA



3
MICHELE STEWART
SAN DIEGO, CA



4
JIHAD OTTALLAH
CLEVELAND, OH



5
YOLAMAR PICON MORA
HOUSTON, TX



6
SEAN TAYLOR
ORLANDO, FL



7
WILLIE HOBBS
TROY, MI



8
AGNIESZKA KUSPER
SCHAUMBURG, IL



9
CORY MONCOL
CLEVELAND, OH



10
BEDROS NAAMA
TROY, MI

AUGUST

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
1	Jhon Escariza Contreras	\$56,022	\$58,743	100	Jorge Caridad	Fort Worth Latino Division	
2	Angellese Camacho	\$41,877	\$45,503	96	Jake Gelb	Nick Moore	
3	Michele Stewart	\$40,819	\$44,551	99	Eno Iftiu	AO	
4	Jihad Ottallah	\$35,941	\$82,513	94	Matthew Conrad	S-S-Parks-Salvaggi	
5	Yolamar Picon Mora	\$34,507	\$35,385	99	Jean Romero Capote	Jesus Romero	
6	Sean Taylor	\$33,210	\$107,632	93	Joe Lewo	Henderson-Locker	
7	Willie Hobbs	\$33,004	\$34,016	100	Jeffrey Hudson	Zach Hart	
8	Agnieszka Kusper	\$32,744	\$58,835	97	Patrycja Grudzinska	Sabrina Lloyd	
9	Cory Moncol	\$32,382	\$66,413		87.9	Matthew Conrad	S-S-Parks-Salvaggi
10	Bedros Naama	\$31,610	\$32,035		78.7	Ian Rouleau	Zach Hart
11	Amindel Reyes	\$30,688	\$45,991	100	Norvi Belisario	San Antonio Latino Division	
12	Carlos Barreto Bermudez	\$29,106	\$31,125	98	Helgi Bistochett Navarro	Richardson Latino Division	
13	Roque De Jesus Acosta Gonzalez	\$28,984	\$31,300	100	Jorge Caridad	Fort Worth Latino Division	
14	Brent Henderson	\$28,838	\$35,616	86	Jeremiah Russin	Simon Arias	
15	Klaudio Merizaj	\$27,749	\$69,750		79.3	Eno Iftiu	AO
16	Gabriela Perez	\$27,585	\$31,737	100	Tahis Quintero Bonilla	Jesus Romero	
17	Yxel Yanes Yradi	\$27,456	\$42,141	100	Tahis Quintero Bonilla	Jesus Romero	
18	Edon Nevzadi	\$26,062	\$27,691	89	Taulant Bane	Dustin Venekamp	
19	Dameyan Chambers	\$25,310	\$33,379	93	Arturo Romero	S-S-Parks-Salvaggi	
20	Sara Hart	\$25,000	\$26,444	95	Eno Iftiu	AO	

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
*1	Carlos Barreto Bermudez	\$197,186	\$209,102	98	Helgi Bistochett Navarro	Richardson Latino Division	
*2	Juan Guzman Aular	\$189,888	\$235,100	100		Jesus Romero	
*3	Cory Moncol	\$188,609	\$259,773		87.9	Matthew Conrad	S-S-Parks-Salvaggi
*4	Agnieszka Kusper	\$179,494	\$354,038	97	Patrycja Grudzinska	Sabrina Lloyd	
*5	Maria Jaramillo	\$179,170	\$228,311	91	Duane Shaw	Sabrina Lloyd	
6	Sean Taylor	\$173,356	\$524,262	93	Joe Lewo	Henderson-Locker	
7	Kristi Basho	\$165,900	\$211,190		86.5	Arif Hajro	AO
8	Klaudio Merizaj	\$157,696	\$257,997		79.3	Eno Iftiu	AO
9	Sara Hart	\$151,602	\$166,131	95	Eno Iftiu	AO	
10	Michael Geyer	\$139,394	\$271,187		85.2	Mark Bernsdorff	Simon Arias
11	Ashley Kopchak	\$130,512	\$232,765		94.1	Eric Thompson	S-S-Parks-Salvaggi
12	Angellese Camacho	\$129,273	\$180,381	96	Jake Gelb	Nick Moore	
13	Atticus Wilklow	\$128,524	\$175,994		80.8	Kingsley Hansen	Denis-Michael Catalano
14	Nesmar Vielma	\$125,418	\$179,039	97	Solgeis Cardozo Mijares	Hemerson Gonzalez	
15	Brandon Atchley	\$124,895	\$183,627		90.9	Paul Smith	Zach Hart
16	James Romero	\$124,832	\$266,916	87	Michael Romero	Mathew Hart	
17	Yeliza Dominguez	\$124,640	\$257,620	99	Jean Romero Capote	Jesus Romero	
18	Karem Cogollo	\$122,281	\$229,507	97	Norvi Belisario	San Antonio Latino Division	
19	Patricia Cinquemani	\$118,014	\$147,296	91	Susana Al Choufi Naim	Hemerson Gonzalez	
20	Carlos Camacho Medina	\$112,659	\$131,308	98	Luis Velasquez	Jesus Romero	

ALL TIME RECORDS: \$1,001,807 1st 6 Mo Agt — MORIAH CHANDLER | \$1,476,253 Net ALP — MORIAH CHANDLER

GENERAL AGENTS



1
AXEL CARRASQUEL
BEDFORD, TX



2
JILLIAN GETZ
CORONA, CA



3
BLENDAR BANE
PHOENIX, AZ



4
LUBRASKA IGUARO
HOUSTON, TX



5
WILLIAM THOMAS
CLEVELAND, OH



6
MARCOS MENDOZA CEDEÑO
SAN ANTONIO, TX



7
KLAUDIO MARTINAJ
CORONA, CA



8
PHILLIP RIGOLI
MARLBOROUGH, MA



9
ANDREINA ATENCIO PRADO
SAN ANTONIO, TX



10
ELMAR SALAS VELASCO
HOUSTON, TX

AUGUST

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
1	Axel Carrasquel	\$93,075	\$102,950	99	Jorge Caridad	Fort Worth Latino Division	
2	Jillian Getz	\$80,956	\$166,216		83.7	Arif Hajro	AO
3	Bledar Bane	\$78,999	\$96,206	90	Taulant Bane	Dustin Venekamp	
4	Lubraska Iguaro	\$76,247	\$86,402	98	Luis Velasquez	Jesus Romero	
5	William Thomas	\$68,324	\$157,169		87.8	Matthew Conrad	S-S-Parks-Salvaggi
6	Marcos Mendoza Cedeño	\$56,877	\$83,558	99	Norvi Belisario	San Antonio Latino Division	
7	Klaudio Martinaj	\$55,838	\$124,284		77.5	Eno Iftiu	AO
8	Phillip Rigoli	\$55,618	\$69,780		82.2	James Sodan	Nick Moore
9	Andreina Atencio Prado	\$55,600	\$82,014	100	Norvi Belisario	San Antonio Latino Division	
10	Elmar Salas Velasco	\$51,440	\$103,505	97	Tahis Quintero Bonilla	Jesus Romero	
11	Ervin Metaj	\$51,155	\$64,652	94	Taulant Bane	Dustin Venekamp	
12	Brinsley Maughan-Evanson	\$46,713	\$77,641	93	Brody Maughan-Evanson	Simon Arias	
13	Jonathan Collins	\$45,190	\$68,784	99	Victoria Lewis	Ernest Powell	
14	Katie Stahulak	\$42,351	\$91,813		85.0	Patrycja Grudzinska	Sabrina Lloyd
15	Glorieth Liscano Gamero	\$42,237	\$49,349	100	Jorge Caridad	Fort Worth Latino Division	
16	Raul Pinto	\$41,697	\$51,120	97	Jean Romero Capote	Jesus Romero	
17	Mathew Kahwaji	\$40,311	\$68,369	98	Eno Iftiu	AO	
18	Evelyn Romero	\$38,193	\$69,065	100	Tahis Quintero Bonilla	Jesus Romero	
19	Christopher Gilbert	\$37,538	\$64,032	85	Jeremiah Russin	Simon Arias	
20	Tyler Teague	\$36,694	\$58,742	100	Nicholas Chuma	S-S-Bendure-Hartwig	

ALL TIME RECORDS: \$470,416 1st 6 Mo Agt — JEFFREY HUDSON | \$473,032 Net ALP — JEFFREY HUDSON

YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
*1	Moriah Chandler	\$583,993	\$1,349,793	90	Joe Lewo	Henderson-Locker	
*2	Bledar Bane	\$460,361	\$811,921	90	Taulant Bane	Dustin Venekamp	
*3	Klaudio Martinaj	\$415,378	\$715,657		77.5	Eno Iftiu	AO
*4	Nafic Djendji Abdel Khalek	\$412,212	\$885,069	98	Jean Romero Capote	Jesus Romero	
*5	Jillian Getz	\$395,440	\$840,723		83.7	Arif Hajro	AO
6	Taleb Jammoul Hajali	\$374,065	\$724,847	93		Beto Quintero	
7	Lubraska Iguaro	\$368,467	\$427,871	98	Luis Velasquez	Jesus Romero	
8	Ervin Metaj	\$344,836	\$442,448	94	Taulant Bane	Dustin Venekamp	
9	Katie Stahulak	\$317,837	\$652,360		85.0	Patrycja Grudzinska	Sabrina Lloyd
10	Alexandra Jaeger	\$309,065	\$405,616	93	Duane Shaw	Sabrina Lloyd	
11	William Thomas	\$298,290	\$589,916		87.8	Matthew Conrad	S-S-Parks-Salvaggi
12	Elmar Salas Velasco	\$285,210	\$478,244	97	Tahis Quintero Bonilla	Jesus Romero	
13	Bettania Ramos	\$278,627	\$382,415	100	Adalberto Paz	San Antonio Latino Division	
14	Axel Carrasquel	\$269,670	\$707,516	99	Jorge Caridad	Fort Worth Latino Division	
15	Maria Chacinpino	\$260,374	\$386,373		75.1	Susana Al Choufi Naim	Hemerson Gonzalez
16	Carrington Hanna	\$258,948	\$438,697	92	Eno Iftiu	AO	
17	Morella Parejo	\$240,298	\$300,703	96	Luis Velasquez	Jesus Romero	
18	Phillip Rigoli	\$239,219	\$472,388		82.2	James Sodan	Nick Moore
19	Bryce Engstrom	\$224,127	\$774,052		90.2	Brandon Minor	AO
20	Yeraldi Vila Gonzalez	\$217,902	\$353,937		79.6	Solgeis Cardozo Mijares	Hemerson Gonzalez

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON

AUGUST

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Joshua Olin	19.4%	\$221,158	\$185,199	83.1	AO	
II Matthew Conrad	83.1%	\$243,137	\$132,808	87.5	S-S-Parks-Salvaggi	
Mike Paragiou	40.4%	\$205,899	\$146,678	83.8	S-S-Parks-Salvaggi	
Eric Thompson	24.7%	\$192,896	\$154,647	86.1	S-S-Parks-Salvaggi	
III David Carpenter	116.7%	\$220,870	\$101,945	79.1	Dustin Venekamp	
Brent Bowling	104.1%	\$205,248	\$100,569	87.9	S-S-Parks-Salvaggi	
Ryan Stenglein	25.1%	\$109,324	\$87,420	84.4	AO	
IV Reynolds Akuamo	84.5%	\$99,552	\$53,965	75.1	Theodore Pappas	
Bruce Viaje	81.3%	\$115,629	\$63,784	80.9	AO	
James Sodan	75.9%	\$149,954	\$85,262	81.0	Nick Moore	
V Blake Higuchi	81.3%	\$129,383	\$71,353	83.0	AO	
Sara Vaz	70.7%	\$131,247	\$76,890	81.6	AO	
Cody Gardner	49.0%	\$69,772	\$46,828	75.5	Albert Serur	
VI Taurean Flournoy	56.9%	\$84,420	\$53,803	82.3	Weatherspoon-Harris	
Andrew Chambers	48.0%	\$87,968	\$59,442	73.1	Philip Prata	
Doron Freud	47.2%	\$77,019	\$52,310	82.3	Giglione-Ackerman	
VII Matthew Diulus	86.8%	\$95,306	\$51,029	77.8	Simon Arias	
Adam Kidikas	42.6%	\$72,735	\$51,023	84.1	Josh West	
Bobby Park	28.4%	\$75,152	\$58,545	80.2	AO	
VIII Daryl Graham	88.8%	\$78,412	\$41,540	78.4	S-S-Parks-Salvaggi	
Tony Geer	86.9%	\$58,640	\$31,375	81.7	S-S-Bendure-Hartwig	
James Sherwood	70.4%	\$42,846	\$25,139	80.7	S-S-Bendure-Hartwig	
IX Scott Wheeler	197.6%	\$137,327	\$46,151	89.3	Satti-Kanaan	
John Santosuosso	144.6%	\$97,700	\$39,950	87.2	Brett Gryska	
Patrick Knouse	85.5%	\$67,889	\$36,588	82.5	Slav Bitman	
X Joshua Goodman	154.4%	\$50,672	\$19,916	79.6	Richard Correa	
Mariam Shahid	150.5%	\$39,228	\$15,661	81.6	Theodore Pappas	
Gregory Rudolph	136.5%	\$70,201	\$29,682	78.9	Simon Arias	
XI Nicholas Chuma	403.7%	\$67,087	\$13,320	76.0	S-S-Bendure-Hartwig	
Saury Espallat	53.1%	\$60,340	\$39,408	82.2	Ryan Bisanz	
Rachel Brown	46.4%	\$40,634	\$27,748	77.7	London Nelson	
XII William Parmeter	237.1%	\$74,242	\$22,022	80.8	Brett Gryska	
Mac Duddy	94.8%	\$47,588	\$24,430	87.4	Giglione-Ackerman	
Brandon Minor	79.8%	\$80,852	\$44,962	88.0	AO	
XIII Jesse Fullmer	104.1%	\$44,528	\$21,812	89.2	AO	
Jesus Parra	94.1%	\$51,370	\$26,462	78.4	Cohen-Velasquez	
Eyad Awdi	67.9%	\$12,181	\$7,255	76.5	AO	
XIV Chase Miller	407.4%	\$47,236	\$9,310	78.0	S-S-Bendure-Hartwig	
Maria M Ramirez	334.6%	\$63,536	\$14,620	75.4	Hart-Lewicki	
Blake Tomblin	224.6%	\$49,669	\$15,303	78.8	Simon Arias	
XV Genna DeMetsenaere	284.2%	\$40,773	\$10,614	81.2	Andrew Wagner	
Anacleto Arevalo	67.5%	\$33,472	\$19,983	84.1	AO	
Joshua Bacchus	54.5%	\$17,468	\$11,309	82.0	AO	
XVI Matthew McDowell	304.4%	\$31,604	\$7,815	84.2	AO	
Richard Whyte	272.2%	\$40,066	\$10,764	73.5	AO	
Jadwiga Martins	87.2%	\$20,559	\$10,980	79.2	AO	
XVII Darcy Schrieber	78359900.0%	\$2,612	\$0	89.0	Zach Hart	
Tina Skalkos	572.5%	\$19,732	\$2,934	86.6	AO	
Ashley Johnston	555.7%	\$17,674	\$2,695	89.3	AO	
XVIII Megan Connors	141209900.0%	\$4,707	\$0	88.2	Hart-Lewicki	
Noella Coleman	475.0%	\$7,218	\$1,255	82.3	AO	
Vanessa Forouzan	188.1%	\$9,831	\$3,412	79.2	AO	

ALL TIME RECORD: \$697,842 Net ALP — DAVID CARPENTER

AUGUST ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Eno Iftiu	379.4%	\$122,357	\$32,250	244,041	77.6	AO	
Jean Romero Capote	276.5%	\$89,156	\$32,250	259,257	77.4	Jesus Romero	
Luis Velasquez	271.3%	\$87,490	\$32,250	100,673	96	Jesus Romero	
Arif Hajro	252.9%	\$81,547	\$32,250	180,465	83.4	AO	
Kingsley Hansen	221.5%	\$71,439	\$32,250	77,647	81.3	Denis-Michael Catalano	
Adalberto Paz	193.8%	\$62,489	\$32,250	121,408	93	San Antonio Latino Division	
Joe Lewo	161.8%	\$52,166	\$32,250	163,012	74.7	Henderson-Locker	
Jake Gelb	139.9%	\$45,117	\$32,250	91,075	84.8	Nick Moore	
Alfredo Garcia	134.9%	\$43,520	\$32,250	85,911	80.6	Beto Quintero	
Nick Scordos	134.9%	\$43,497	\$32,250	159,153	82.5	Zach Hart	

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Joshua Olin	15.8%	\$1,645,784	\$1,421,764	83.1	AO	
II Eric Thompson	41.2%	\$1,480,628	\$1,048,859	86.1	S-S-Parks-Salvaggi	
Darrell Asbell	35.1%	\$1,280,173	\$947,820	81.5	AO	
Ashley Clarke	20.4%	\$1,227,220	\$1,019,645	76.1	Ernest Powell	
III David Carpenter	139.2%	\$2,196,779	\$918,343	79.1	Dustin Venekamp	
Duane Shaw	76.4%	\$1,371,251	\$777,185	83.6	Sabrina Lloyd	
Sokol Fazliu	55.2%	\$1,255,912	\$809,006	80.9	Simon Arias	
IV Brody Maughan-Evanson	115.6%	\$1,359,118	\$630,303	77.2	Simon Arias	
Bruce Viaje	51.9%	\$886,988	\$583,998	80.9	AO	
Andrew Bishop	40.9%	\$973,622	\$691,173	85.9	AO	
V Gabriela Sime	37.3%	\$763,549	\$556,113	80.7	Fisher-Zuzick	
Sara Vaz	33.2%	\$762,764	\$572,731	81.6	AO	
Blake Higuchi	27.1%	\$731,126	\$575,165	83.0	AO	
VI Taurean Flournoy	57.5%	\$793,973	\$504,063	82.3	Weatherspoon-Harris	
Michael McKiernan	26.1%	\$631,991	\$500,987	83.9	Dustin Venekamp	
Samy Jacques	17.0%	\$580,854	\$496,347	77.7	Tom Williams	
VII Adam Kidikas	67.5%	\$779,382	\$465,197	84.1	Josh West	
Daniel G Johnson	61.8%	\$706,142	\$436,447	74.3	Andre McCallum	
Stephen Jeung	50.1%	\$667,682	\$444,805	77.8	Cohen-Velasquez	
VIII Mark Bernsdorff	126.6%	\$979,168	\$432,144	82.4	Simon Arias	
Daryl Graham	64.6%	\$679,264	\$412,671	78.4	S-S-Parks-Salvaggi	
Alex Kae	59.1%	\$629,875	\$395,880	83.9	AO	
IX Scott Wheeler	126.1%	\$1,002,143	\$443,277	89.3	Satti-Kanaan	
John Santosuosso	74.9%	\$635,027	\$363,086	87.2	Brett Gryska	
Michael Battaglio	48.8%	\$537,868	\$361,403	77.2	Evan Holzhauser	
X Justin Sutton	118.4%	\$717,313	\$328,382	82.3	Giddens-Giddens	
Jesse Rennich	38.5%	\$443,664	\$320,235	73.3	Simon Arias	
Myaa Fallon	38.0%	\$435,841	\$315,833	82.7	Jamison Weatherspoon	
XI Saury Espallat	69.6%	\$487,807	\$287,619	82.2	Ryan Bisanz	
Britton Costa	65.8%	\$470,217	\$283,572	79.0	Simon Arias	
Rachel Brown	65.1%	\$470,266	\$284,857	77.7	London Nelson	
XII William Parmeter	113.8%	\$578,848	\$270,728	80.8	Brett Gryska	
Brandon Minor	106.9%	\$566,220	\$273,669	88.0	AO	
Mac Duddy	73.9%	\$446,396	\$256,707	87.4	Giglione-Ackerman	
XIII Jesse Fullmer	109.9%	\$437,644	\$208,486	89.2	AO	
Jesus Parra	48.0%	\$315,080	\$212,889	78.4	Cohen-Velasquez	
Justin Adams	41.5%	\$351,180	\$248,203	84.3	Simon Arias	
XIV Kevin Butchino	79.1%	\$351,520	\$196,257	81.1	Gabriel Feldmann	
Massoud Vaziri	65.7%	\$324,060	\$195,513	78.1	AO	
Chase Miller	53.3%	\$294,623	\$192,192	78.0	S-S-Bendure-Hartwig	
XV Ronald Rivera	111.3%	\$339,403	\$160,615	79.0	Cohen-Velasquez	
Anacleto Arevalo	58.5%	\$247,814	\$156,357	84.1	AO	
Walter Henderson	17.8%	\$191,757	\$162,833	83.8	AO	
XVI Alon Barnur	117.7%	\$176,544	\$81,107	82.7	AO	
Richard Whyte	103.9%	\$253,942	\$124,520	73.5	AO	
Jadwiga Martins	77.2%	\$195,440	\$110,299	79.2	AO	
XVII Tina Skalkos	628.1%	\$211,287	\$29,019	86.6	AO	
Ashley Johnston	209.0%	\$89,865	\$29,083	89.3	AO	
John Collins	45.3%	\$112,827	\$77,644	77.0	AO	
XVIII Patrick Locke	379649900.0%	\$2,531	\$0	100.0	AO	
Megan Connors	653.3%	\$15,241	\$2,023	88.2	Hart-Lewicki	
Vanessa Forouzan	242.5%	\$86,568	\$25,278	79.2	AO	

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Eno Iftiu	333.6%	\$860,760	\$258,000	1,515,403	77.6	AO	
Jean Romero Capote	323.6%	\$834,888	\$258,000	1,577,900	77.4	Jesus Romero	
Luis Velasquez	232.4%	\$599,720	\$258,000	741,187	96	Jesus Romero	
Jorge Caridad	230.8%	\$595,515	\$258,000	682,866	80.3	Fort Worth Latino Division	
Joe Lewo	205.6%	\$530,351	\$258,000	1,211,492	74.7	Henderson-Locker	
Adalberto Paz	182.7%	\$471,240	\$258,000	663,598	93	San Antonio Latino Division	
Jake Gelb	170.6%	\$440,134	\$258,000	706,598	84.8	Nick Moore	
Carmen Pena Guedez	168.1%	\$433,584	\$258,000	794,895	93	Jesus Romero	
Arif Hajro	165.5%	\$426,963	\$258,000	964,931	83.4	AO	
Helgi Bistochett Navarro	164.4%	\$424,224	\$258,000	447,432	91	Richardson Latino Division	



JOSHUA OLIN
VANCOUVER, WA



MATTHEW CONRAD
CLEVELAND, OH



DAVID CARPENTER
TEMPE, AZ



REYNOLDS AKUAMOA
FLUSHING, NY



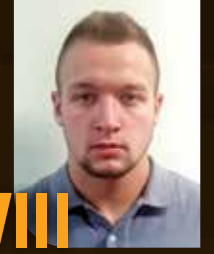
BLAKE HIGUCHI
HONOLULU, HI



TAUREAN FLOURNOY
DULUTH, GA



MATTHEW DIULUS
WEXFORD, PA



DARYL GRAHAM
WAUWATOSA, WI



SCOTT WHEELER
HALIFAX, NS



JOSHUA GOODMAN
AURORA, CO



NICHOLAS CHUMA
COLUMBUS, OH



WILLIAM PARMETER
ROCHESTER, NY



JESSE FULLMER
SALT LAKE CITY, UT



CHASE MILLER
COLUMBUS, OH



GENNA DEMETSENAERE
CHARLOTTE, NC



MATTHEW MCDOWELL
RAPID CITY, SD



DARCY SCHRIEBER
TROY, MI



MEGAN CONNORS
SAN BERNARDINO, CA



II MIKE PARAGIOU
ST. LOUIS, MO



III MATTHEW CONRAD
CLEVELAND, OH



IV RYAN WILSON
MIDDLETOWN, CT



V SARA VAZ
WINNIPEG, MB



VI JAMES SODAN
MARLBOROUGH, MA



VII MARIO HAJRO
SAN CLEMENTE, CA



VIII ANDRE BENT
LOMBARD, IL



IX CHASE MILLER
COLUMBUS, OH



X JOHN SANTOSUOSSO
ROCHESTER, NY



XI MARIAM SHAHID
FLUSHING, NY



XII DARRIN ROBERTS
HOUSTON, TX



XIII MATTHEW MCDOWELL
RAPID CITY, SD

AUGUST

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
II Mike Paragiou	31.3%	\$309,104	\$235,368		84.0	S-S-Parks-Salvaggi
Justin Adams	17.0%	\$278,162	\$237,818		81.0	Simon Arias
Brent Bowling	16.0%	\$290,051	\$250,044		85.1	S-S-Parks-Salvaggi
III Matthew Conrad	94.4%	\$446,948	\$229,886		86.1	S-S-Parks-Salvaggi
Eric Thompson	57.6%	\$359,705	\$228,264		86.5	S-S-Parks-Salvaggi
Kimberly Hamilton	33.9%	\$274,160	\$204,687		82.7	Brett Gryska
IV Ryan Wilson	23.9%	\$181,931	\$146,880		79.0	Philip Prata
V Sara Vaz	57.9%	\$185,450	\$117,436		81.7	AO
Bruce Viaje	47.8%	\$199,499	\$134,976		80.4	AO
Jenny Kim	26.7%	\$179,726	\$141,853		80.3	AO
VI James Sodan	120.8%	\$242,343	\$109,764		82.7	Nick Moore
Meaghan Krecsko	110.8%	\$151,423	\$71,818		78.5	AO
Andrew Bishop	51.4%	\$181,289	\$119,765		86.2	AO
VII Mario Hajro	456.0%	\$430,117	\$77,360		80.5	AO
Gregory Rudolph	53.4%	\$158,795	\$103,505		81.3	Simon Arias
Duane Shaw	16.6%	\$129,417	\$110,974		83.6	Sabrina Lloyd
VIII Andre Bent	42.4%	\$68,644	\$48,197		79.4	Arias-Dlabik
Adam Kidikas	32.1%	\$137,441	\$104,041		84.7	Josh West
Ronald Rivera	22.0%	\$102,925	\$84,367		79.8	Cohen-Velasquez
IX Chase Miller	434.4%	\$131,186	\$24,547		76.8	S-S-Bendure-Hartwig
Tim McAdams	98.6%	\$100,655	\$50,690		81.4	Weatherspoon-Harris
Amr Shater	82.1%	\$82,938	\$45,537		88.9	Theodore Pappas
X John Santosuosso	144.9%	\$113,868	\$46,505		87.2	Brett Gryska
Tony Geer	134.1%	\$109,359	\$46,716		80.6	S-S-Bendure-Hartwig
Doron Freud	70.8%	\$77,164	\$45,173		81.5	Giglione-Ackerman
XI Mariam Shahid	163.1%	\$42,466	\$16,142		81.6	Theodore Pappas
Jessica Chang	92.3%	\$71,775	\$37,319		85.8	AO
Tyler Worstell	90.1%	\$75,919	\$39,945		81.3	Simon Arias
XII Darrin Roberts	115.0%	\$48,912	\$22,750		80.3	Michael Vasu
Mac Duddy	96.4%	\$48,263	\$24,578		85.7	Giglione-Ackerman
Brandon Minor	48.9%	\$75,950	\$51,009		88.0	AO
XIII Matthew McDowell	304.4%	\$31,604	\$7,815		84.2	AO
Alexis Naranjo	291.6%	\$126,288	\$32,250	94		Jesus Romero
Blake Tomblin	224.6%	\$49,668	\$15,303		78.8	Simon Arias

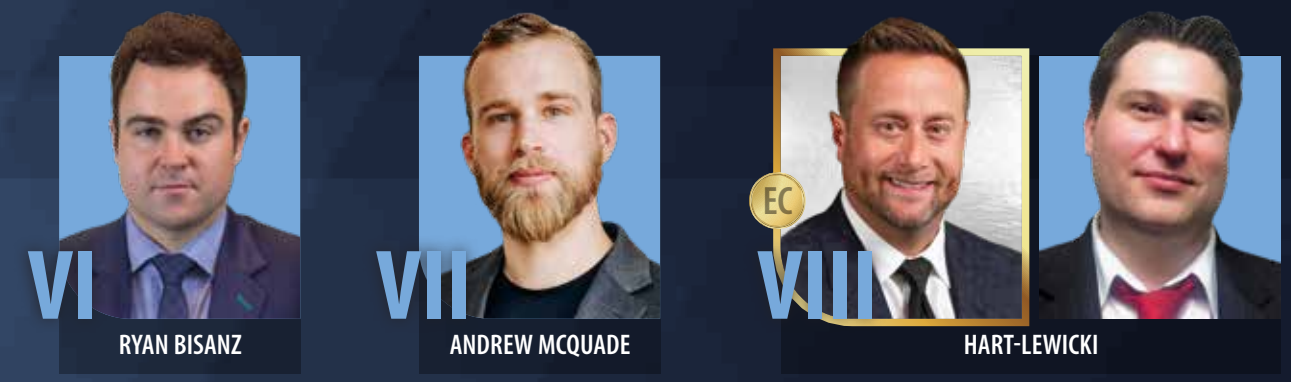
ALL TIME RECORD: \$1,348,288 Net ALP — MARK NEILSON

Spotlight recognizes the top three Regional General Agents in Categories I-XIII with positive growth. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2021 Awards Presentation are the top RGA per category from Categories I-XIII based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

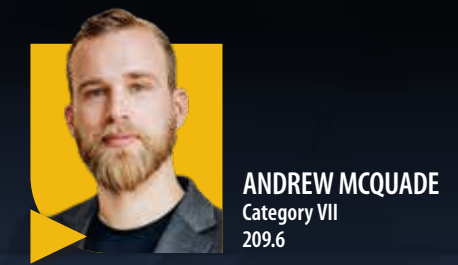
YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
II David Carpenter	20.4%	\$3,197,851	\$2,655,728		80.4	Dustin Venekamp
Matthew Diulus	17.9%	\$3,003,104	\$2,547,937		78.9	Simon Arias
III Brody Maughan-Evanson	21.9%	\$2,302,571	\$1,888,695		78.9	Simon Arias
Kimberly Hamilton	20.1%	\$2,205,284	\$1,835,962		82.7	Brett Gryska
Eric Thompson	13.3%	\$2,232,241	\$1,971,037		86.5	S-S-Parks-Salvaggi
V Scott Wheeler	32.9%	\$1,508,594	\$1,135,010		83.8	Satti-Kanaan
Bruce Viaje	26.8%	\$1,462,763	\$1,153,580		80.4	AO
Jenny Kim	19.3%	\$1,353,129	\$1,134,344		80.3	AO
VI James Sodan	65.3%	\$1,719,988	\$1,040,597		82.7	Nick Moore
Andrew Bishop	56.9%	\$1,547,097	\$986,102		86.2	AO
Meaghan Krecsko	39.1%	\$1,399,716	\$1,006,442		78.5	AO
VII Mario Hajro	264.0%	\$3,137,145	\$861,900		80.5	AO
Duane Shaw	52.1%	\$1,371,251	\$901,459		83.6	Sabrina Lloyd
Gregory Rudolph	51.1%	\$1,327,125	\$878,497		81.3	Simon Arias
VIII Adam Kidikas	32.8%	\$1,054,284	\$793,679		84.7	Josh West
Joseph Rotolo	32.0%	\$962,694	\$729,419		73.4	Henderson-Locker
Michael McKiernan	27.4%	\$920,056	\$721,982		79.7	Dustin Venekamp
IX Tim McAdams	46.4%	\$1,004,951	\$686,413		81.4	Weatherspoon-Harris
Gabriela Sime	21.7%	\$835,780	\$686,475		82.5	Fisher-Zuzick
Chase Miller	20.9%	\$714,020	\$590,503		76.8	S-S-Bendure-Hartwig
X Casey Kunash	114.5%	\$1,094,601	\$510,310		75.5	Tommy Vena
John Vacca	102.3%	\$1,001,765	\$495,275		76.5	Tommy Vena
Mark Bernsdorff	100.5%	\$976,959	\$487,276		82.4	Simon Arias
XI Justin Sutton	52.9%	\$698,054	\$456,669		82.7	Giddens-Giddens
Christopher Botelho	50.9%	\$637,301	\$422,245		82.9	AO
Stella Roznovan	41.4%	\$650,896	\$460,364		82.9	Cohen-Velasquez
XII Darrin Roberts	84.1%	\$560,611	\$304,578		80.3	Michael Vasu
Brandon Minor	81.0%	\$546,386	\$301,877		88.0	AO
Joy Vann-Austin	57.8%	\$457,069	\$289,572		76.3	Jamison Weatherspoon
XIII Alexis Naranjo	4323.2%	\$1,053,141	\$23,810	94		Jesus Romero
Derrick Davenport	201.8%	\$323,484	\$107,176		82.5	Michael Vasu
Susana Al Choufi Naim	181.9%	\$559,518	\$198,472		76.7	Hemerson Gonzalez

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS



TOP % OF NET ALP OBJ ▶



EC = 2021 Executive Council Member
 Spotlight recognizes SGAs in Categories I-XI based on positive Net ALP Growth and Cat XII based on % of Net ALP Objective (minimum 100%). The SGAs that will be recognized at the 2021 Awards Presentation are the top SGA per category from Categories I-XI based on Net ALP Growth (minimum 15%) and Cat XII based on % of Net ALP Objective (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.

AUGUST

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
I AO	89.3	\$4,859,700	\$5,440,300		81.8	17.9
Simon Arias	77.9	\$1,455,421	\$1,868,900		79.4	14.7
Theodore Pappas	88.5	\$737,073	\$832,400		80.9	4.0
S-S-Bendure-Hartwig	102.6	\$500,400	\$487,500		82.5	3.9
Giglione-Ackerman	78.0	\$555,242	\$711,600		81.4	2.0
II Sabrina Lloyd	81.8	\$649,589	\$794,500		81.2	97.0
Michael Vasu	68.8	\$326,005	\$474,100		80.2	3.6
Brett Gryska	89.3	\$498,817	\$558,500		83.0	1.0
III Arias-Dlabik	159.9	\$306,929	\$192,000	91		93.3
Satti-Kanaan	103.0	\$328,844	\$319,300		83.3	25.9
Cohen-Velasquez	100.9	\$441,797	\$437,800		81.7	16.8
IV Nick Moore	153.6	\$363,899	\$236,900		83.8	73.7
Ernest Powell	94.2	\$298,124	\$316,600		77.7	40.2
Philip Prata	98.9	\$223,637	\$226,100		79.4	15.6
Steve Friedlander	77.9	\$259,475	\$332,900		86.4	1.4
V Weatherspoon-Harris	96.0	\$164,777	\$171,600		77.0	50.2
Josh West	97.8	\$222,414	\$227,500		82.2	22.8
Laura Fisher	63.6	\$166,037	\$260,900		80.1	-8.0
VI Ryan Bisanz	112.5	\$221,106	\$196,500		78.2	24.6
Slav Bitman	95.2	\$160,010	\$168,100		84.6	6.1
Corey Neff	86.1	\$142,338	\$165,300		82.3	3.1
VII Andrew McQuade	209.6	\$334,114	\$159,400		84.0	115.4
Chad Deley	96.1	\$105,908	\$110,200		74.8	6.6
Tiffany Wagner	70.1	\$114,414	\$163,300		79.8	-10.6
VIII Hart-Lewicki	124.9	\$140,085	\$112,200		82.4	54.4
Kevin Holtz	127.6	\$151,165	\$118,500		79.6	29.2
Saavedra-Longino	79.3	\$112,641	\$142,100		80.9	27.9
IX Blake Ralston	111.7	\$117,165	\$104,900		82.6	45.0
Fisher-Zuzick	101.5	\$109,053	\$107,400		82.5	32.7
Denis-Michael Catalano	112.5	\$133,038	\$118,300		81.0	31.5
Byron Paz	79.2	\$88,274	\$111,500		79.7	28.5
Albert Serur	87.6	\$120,879	\$138,000		77.3	6.5
X London Nelson	127.3	\$81,873	\$64,300		78.0	92.9
Tommy Vena	131.1	\$143,899	\$109,800		76.2	45.6
John Young	86.4	\$75,470	\$87,300		82.4	5.6
Mark Beckford	83.4	\$62,990	\$75,500		83.4	4.9
Kris Thieme	84.8	\$68,282	\$80,500		80.8	3.2
XI Moswen Taylor	70.7	\$56,733	\$80,300		81.3	-14.7
AO-Stenglein	84.7	\$37,016	\$43,700		73.3	-16.5
Martin Forshee	67.9	\$32,653	\$48,100		75.1	-23.1
XII San Antonio Latino Division	981.7	\$316,583	\$32,250	95		N/A
Fort Worth Latino Division	968.8	\$312,434	\$32,250	97		N/A
Almeida-Graham	196.9	\$63,511	\$32,250	97		N/A
Richardson Latino Division	175.8	\$56,688	\$32,250	88		N/A
Andrew Wagner	159.2	\$51,358	\$32,250		80.5	881.9
Gabriel Feldmann	122.4	\$39,462	\$32,250		83.7	50.9
Jeremy Rivers	117.2	\$50,416	\$43,000		81.9	27.7



YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
I AO	101.9	\$43,881,266	\$43,077,200		81.8	22.1
Dustin Venekamp	95.2	\$5,468,422	\$5,743,300		79.5	4.5
Simon Arias	90.4	\$13,041,586	\$14,424,100		79.4	2.6
II Sabrina Lloyd	129.9	\$4,897,920	\$3,771,800		81.2	37.8
Brett Gryska	90.6	\$4,210,786	\$4,646,500		83.0	3.2
Beto Quintero	79.8	\$3,384,848	\$4,240,300		78.7	-2.5
III Arias-Dlabik	115.3	\$2,852,428	\$2,474,700	91		34.5
Cohen-Velasquez	112.5	\$3,738,662	\$3,323,900		81.7	30.3
Tom Williams	102.7	\$2,365,449	\$2,302,700		78.6	14.6
Satti-Kanaan	101.4	\$2,942,416	\$2,902,700		83.3	12.8
Henderson-Locker	94.8	\$3,580,707	\$3,776,500		75.0	11.1
Jamison Weatherspoon	89.1	\$2,648,387	\$2,972,500		81.6	2.5
IV Nick Moore	168.2	\$2,812,317	\$1,671,700		83.8	100.7
Ernest Powell	121.9	\$2,258,764	\$1,853,300		77.7	41.0
Philip Prata	88.4	\$1,663,215	\$1,882,300		79.4	3.8
V Josh West	132.2	\$1,894,678	\$1,433,000		82.2	50.2
Laura Fisher	99.7	\$1,713,467	\$1,718,800		80.1	17.7
Weatherspoon-Harris	92.2	\$1,632,554	\$1,770,300		77.0	7.1
VI Ryan Bisanz	119.0	\$1,455,829	\$1,223,700		78.2	30.5
Brian Schreiter	103.3	\$1,248,214	\$1,208,000		80.9	19.2
Slav Bitman	102.9	\$1,377,338	\$1,338,200		84.6	17.8
Giddens-Giddens	96.8	\$1,103,941	\$1,140,300		80.9	7.1
VII Andrew McQuade	197.8	\$2,048,069	\$1,035,500		84.0	134.7
Travis Moody	93.0	\$1,014,267	\$1,090,100		80.4	7.2
Souley Bah	85.2	\$832,074	\$976,800		79.1	5.6
VIII Chalom-Chalom	111.1	\$969,637	\$872,600		84.1	29.5
Greg Graham	109.5	\$992,635	\$906,600		76.1	11.0
Saavedra-Longino	95.5	\$896,945	\$938,800		80.9	10.4
Kevin Holtz	95.5	\$978,556	\$1,024,800		79.6	6.9
IX Fisher-Zuzick	131.2	\$836,251	\$637,500		82.5	54.5
Denis-Michael Catalano	138.3	\$1,033,075	\$747,200		81.0	51.9
Blake Ralston	132.4	\$1,016,838	\$767,800		82.6	51.8
Byron Paz	115.0	\$973,143	\$846,400		79.7	35.0
Albert Serur	99.7	\$926,189	\$929,400		77.3	12.5
Jay Washington	92.7	\$733,902	\$791,700		77.5	3.2
X Tommy Vena	220.7	\$1,408,080	\$637,950		76.2	196.7
Evan Holzhauser	109.2	\$705,950	\$646,300		78.1	30.0
London Nelson	99.0	\$609,427	\$615,800		78.0	12.9
Kris Thieme	100.1	\$598,767	\$598,400		80.8	12.2
XI Moswen Taylor	120.8	\$615,660	\$509,800		81.3	37.1
Cisco Perez	76.5	\$407,173	\$532,100		74.1	-13.9
AO-Stenglein	76.1	\$306,382	\$402,400		73.3	-16.2
XII San Antonio Latino Division	723.8	\$1,633,939	\$225,750	95		N/A
Fort Worth Latino Division	643.2	\$1,659,491	\$258,000	97		N/A
Richardson Latino Division	260.4	\$671,954	\$258,000	88		N/A
Almeida-Graham	122.2	\$78,811	\$64,500	97		N/A
Gonzalez-Vasu	102.9	\$265,444	\$258,000	91		N/A
Jeremy Rivers	102.8	\$287,364	\$279,500		81.9	275.9
Andrew Wagner	94.4	\$272,637	\$288,750		80.5	41.7

CATEGORY I



1
PAM MONETTI
BUNKER HILL, IL



2
MALKA ARONY
CAVE CREEK, AZ



1
TONY ANDERSON
INDIANAPOLIS, IN



2
LORI VAUGHN
PORTLAND, OR



1
PATRENA SMITH
EAST HARTFORD, CT



2
WILLIAM ROL
HONOLULU, HI

CATEGORY II

CATEGORY III

CATEGORY IV



1
LARRY LOZANO
SAN JOSE, CA



2
VIVIAN DWYER
HARTFIELD, VA



1
AL WALL
HOLLAND LANDING, ON



2
MARIA SIERO
LAKEWAY, TX



1
CAS ROBINSON
NEPEAN, ON



2
JEFFREY HAPKE
CRESSON, PA

CATEGORY V

CATEGORY VI

CATEGORY VII



1
RANDY STOCKLEY
TWILLINGATE, NL



2
DONNA ALTSHUE
NORMAL, IL



1
PATRICK DURAY
BLAINE, MN



2
NOEL ROBBINS
WESTERVILLE, OH

CATEGORY VIII

TOP MANAGERS

CATEGORY I



1
CHRISTA DAVIS
SAN DIEGO, CA

CATEGORY II



1
KATHERINE PRATT
LEAVITTSBURG, OH

CATEGORY III



1
LACY MARTIN
HUNTSVILLE, TX

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep categories I-VIII assigned using an objective of average leads generated last two years, lead card standard or 5,500 leads whichever is greater. To be recognized, Rep must meet 80% of assigned objective.

Manager categories I-III assigned using average lead production last two years for their respective territories. To be recognized, Manager must meet 80% of objective.

INDIVIDUAL REPS: AUGUST

Category	Rank		Cards	Obj	% Obj
I	1	Pam Monetti	5,405	1,348	401.1%
	2	Malka Arony	3,688	2,797	131.8%
	3	Travis Daniels	1,325	1,288	102.9%
II	1	Tony Anderson	2,082	1,105	188.5%
	2	Lori Vaughn	1,052	1,098	95.8%
	3	Brenda Wadey	1,025	1,160	88.4%
III	1	Patrena Smith	2,331	917	254.2%
	2	William Rol	1,996	929	214.8%
	3	Carmella Swanson	2,264	1,060	213.6%
IV	1	Larry Lozano	1,705	882	193.4%
	2	Vivian Dwyer	1,296	867	149.5%
	3	Amanda Cross	951	893	106.5%
V	1	Al Wall	1,670	775	215.5%
	2	Maria Siero	1,010	782	129.2%
	3	Brett Hulme	666	622	107.1%
VI	1	Cas Robinson	1,071	569	188.1%
	2	Jeffrey Hapke	1,005	572	175.8%
	3	Katy Hogge	947	610	155.2%
VII	1	Randy Stockley	3,899	490	794.8%
	2	Donna Altshue	1,037	511	202.7%
	3	Bryan Uhl	549	470	116.9%
VIII	1	Patrick Duray	2,598	458	566.8%
	2	Noel Robbins	910	458	198.5%
	3	Ryan Gregoli	909	458	198.5%
Rookie	1	Thomas Nejman	660	656	100.6%
IceBreaker	1	Patrick Duray	2,598	458	566.8%

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank		Cards	Obj	% Obj
I	*1	Malka Arony	34,072	22,377	152.3%
	2	Chuck Hill	19,485	13,648	142.8%
	3	Pam Monetti	12,608	10,781	116.9%
II	*1	Tony Anderson	9,470	8,836	107.2%
	2	George Farenthold	9,049	9,190	98.5%
	3	Lori Vaughn	8,582	8,783	97.7%
III	*1	Mark Gagliardi	9,375	7,570	123.8%
	2	Krissa Hensley	9,013	7,513	120.0%
	3	Lisa Bennett	8,275	7,554	109.5%
IV	*1	Larry Lozano	9,897	7,053	140.3%
	2	Ralph Beard	5,897	6,813	86.6%
	3	Vivian Dwyer	5,829	6,937	84.0%
V	*1	Maria Siero	10,858	6,254	173.6%
	2	Al Wall	8,684	6,200	140.1%
	3	Thomas Nejman	4,566	5,248	87.0%
VI	*1	Hector Cortez	7,539	4,373	172.4%
	2	Kelly Penick	6,415	4,616	139.0%
	3	Cas Robinson	6,239	4,554	137.0%
VII	*1	Curtis Blair	8,663	3,757	230.5%
	2	Randy Stockley	4,963	3,924	126.5%
	3	Donna Altshue	4,757	4,091	116.3%
VIII	*1	Cheryl Cook	4,690	3,667	127.9%
	2	Patrick Duray	4,386	3,667	119.6%
	3	Noel Robbins	3,223	3,666	87.9%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: AUGUST

Category	Rank		Cards	Obj	% Obj
I	1	Christa Davis	13,434	8,508	157.9%
	2	John Keliher	8,079	6,543	123.5%
II	1	Katherine Pratt	6,222	5,183	120.0%
	2	Morgan Breier	5,942	5,214	114.0%
III	1	Lacy Martin	4,538	5,078	89.4%
	2	Billy Sauers	4,002	4,910	81.5%

MANAGERS: YTD

Category	Rank		Cards	Obj	% Obj
I	*1	Christa Davis	93,550	68,063	137.4%
	2	JT Tasker	51,162	53,567	95.5%
II	*1	Katherine Pratt	44,836	41,464	108.1%
	2	Dawn Trudden	46,663	44,817	104.1%
III	*1	Lacy Martin	42,240	40,624	104.0%
	2	Billy Sauers	37,701	39,281	96.0%

MOST ORIGINAL CARDS GENERATED: YTD



1
AL WALL
HOLLAND LANDING, ON

1
AL WALL
5,404

2
CAS ROBINSON
4,324

3
TRAVIS DANIELS
3,661

WORLD'S GREATEST BONUS

1



DANIEL PARAVISINI

\$22,903
AO

2



ARTURO ROMERO

\$13,020
S-S-Parks-Salvaggi

3



OLEG NOVITCHII

\$12,647
S-S-Parks-Salvaggi

4



KEVIN ISHIKANE

\$12,348
AO

5



CARMEN ARROYO

\$9,917
Theodore Pappas

AUGUST BONUS LEADERS


PAYOUT: \$2,578,199

QUALIFIERS: 4,561

\$ 22,903 Daniel Paravisini	\$ 3,990 Melissa Grieb	\$ 2,991 Erald Tomorri	\$ 2,515 Patrick Keohane	\$ 2,203 Sabrina Sloan	\$ 1,997 Razan Zarba
13,020 Arturo Romero	3,965 Jennynlynn	2,981 Kendrick Greene	2,508 Christina Salvatore	2,199 Damon Sims	1,995 Carlos J Hernandez
12,647 Oleg Novitchii	2,959 Randa Mustafa	2,981 Milantante-Radnoty	2,500 Klaudio Martinaj	2,197 Peter Kaplanis	1,995 Francis Barrientos
12,348 Kevin Ishikane	3,883 Mary Mila Grace Rabe	2,956 Michael Castro	2,499 Andrew Haskins	2,191 Douglas Clarke	1,993 Kristopher Bour
9,917 Carmen Arroyo	3,840 Joseph Crivelli	2,924 Shalom Chaimov	2,497 Sharon Potter	2,183 Mouhamed Baydoun	1,991 Vincenzo Montagnioni
8,926 Aref Sayegh	3,806 Evan Lee	2,920 Nicholas Davis	2,490 Minh Phung	2,178 Spencer Kozaj	
8,805 Muhammed Ashraf	3,800 Stephen Bowen	2,917 Ellen Tuttle	2,462 Ashley Mysza	2,174 Blair Sheppard	1,989 Anthony Greco
8,679 Trevor Bailey	3,796 Derrick Mason	2,901 Bruce Tan	2,454 Connor Brown	2,172 Larry Davis	1,969 Josh Spence
8,339 Duni Olusegun	3,780 Alex Miller	2,893 Richard Carter	2,454 Steffanie Sainato	2,163 Koko Hunt	1,968 Louise Janvier
7,804 Jihad Ottallah	3,780 Tarisa Williams	2,853 Sione Maumau	2,444 Dana Martin Gonzalez	2,161 Hector Cruz	1,967 Tina Nelson
7,485 Bryan Juskiw	3,779 Mike Reed	2,847 Roy Stephens	2,439 Jake Kim	2,154 Igor Melcharek	1,964 Joshua Hosensbold
6,926 Alipate Makaui	3,762 Nancy Djendji	2,842 Kevin Musai	2,438 Brock Lampee	2,151 Alek Lichniak	1,956 Brooke Billings
6,827 Ladan Rahbary	3,734 Samisoni Koloa	2,838 Michael Battaglio	2,435 Connor Meakins	2,144 Pedro Bolivar Pena	1,949 Jose Tigrera Perozo
6,580 Lily Sakai	3,676 Mariana Morales	2,835 Daniel Hirsch	2,430 Richard Tabanji	2,143 Erica Robertson	1,947 Noura Abdelkhalek
6,551 Karolyn Aranzazo Duin	3,665 Shiv Patel	2,829 Ruben Chaimov	2,421 Hernan Rodriguez	2,125 Brooklyn Herod	1,946 Sergio Santana Vargas
6,427 Alexandra Longo	3,653 Daishanae Webster	2,827 Adrienne Bragas		2,124 Henocho Roman	1,934 Jesus Castro
6,396 Weslee Cajeras	3,611 Darius Rowan	2,822 Zachery Kertulis	2,399 Noris Dominguez	2,123 Jonathan Ballard	1,929 Jesse Fullmer
6,232 Michael van Delft	3,607 Tyrese Holland	2,822 Ervin Metaj		2,120 Leon Pickett	1,916 Caren Deanda
6,124 Firat Ucar	3,550 Edwinn Contreras Ojeda	2,807 Jonathan Jones	2,395 Godwill Barungi	2,114 Armando Rivera	1,895 Demarcus Oliver
5,892 Epifania Segovia Barreto	3,507 Melinda Skinner	2,806 Tayari Otis	2,389 Lindsey Gilbert	2,110 Irma Gallardo	1,894 Mariennys Rico
	3,440 Salaur Khorrami	2,806 Mackenzie Burchett	2,355 Karley Lopez	2,108 Samuel Marzula	1,890 Jennifer Anthes
	3,429 Brian Melvin	2,799 Timothy Mularchuk	2,353 Jonathan Collins	2,104 Sylvain Kalombo	1,888 Kori Kaloyares
	3,420 Maria M Ramirez	2,781 Roberto Samano Diaz	2,353 Fouad Gerges	2,087 Jenny Anderson	1,888 Adrian Bendo
	3,384 Jillian Getz	2,778 David Mayfield	2,348 Jorge Alvarez	2,082 Meardey Kim	1,873 Lamine Diakhate
	3,384 Moises Rivero Fuguet	2,758 Sergio Hernandez	2,342 Phoebe He	2,080 Sara Hart	1,873 Jose Anderson
	3,348 David Rigney	2,752 Lleison Martinez	2,342 Juan A Pinon	2,067 Sarha Pericevic	1,869 Michele Stewart
	3,313 Jonathan Rindt	2,726 Luis Barbaresco Garcia	2,334 Mason Duty	2,065 Barbara King	1,862 Brett Colliton
	3,312 Dulce Paz	2,725 Kelly Ekker	2,332 Joshua Notte	2,064 Yxel Yanes Yradi	1,860 Yrmaly Lopez
	3,296 Peer Shmelzer	2,717 Anthony Salerno	2,323 Mary Munsey	2,060 Scott Jay	1,854 Robert Burns
	3,289 Andres Garcia Gomez	2,715 Robert Joseph	2,320 Lebert McBean	2,060 Michael Schulze	1,852 Joshua Briggs
	3,279 Maria M Kennedy	2,714 Karima Hartani	2,315 Brandon Brown	2,060 Brandon Brown	1,850 Nicholas Liening
	3,232 Dina Boghdady	2,681 Priscilla Vergara	2,313 Laurekins Pardovani	2,057 Hazem Aboueldahab	1,846 Ireland Sirni
	3,230 Trace Cary	2,677 Jill Lytle	2,294 Jose Matos	2,055 Ariel McAlister	1,834 Agnieszka Kuser
	3,223 Andi Ifthi	2,676 Adamcus Jackson	2,289 Holly Bonhorst	2,052 Truman Falkner	1,828 Andrea Erwin
	3,221 Steven Baum	2,655 Adem Abdula	2,287 Mark Diskin	2,043 Freddy Diaz	1,826 Logan Klink
	3,201 Danial Arif	2,631 Carson Coady	2,277 Sidney Capen	2,042 Darion Fleming	1,825 Cory Moncol
	3,186 Scott Whitford	2,623 Daoud Naser	2,276 Klaudio Merizaj	2,040 Anne Banco	1,825 Tyler Teague
	3,167 Kendall Wilson	2,623 Kemar Thompson	2,248 Christopher Rolph	2,039 Devin Finley	1,823 Donald Wolak
	3,097 Carrington Hanna	2,607 Peter Barany	2,244 Ashley Kopchak	2,033 Farnaz Fotovat Ahmadi	1,817 Lindsey Dettwiller
	3,065 Nicholas Llewellyn	2,554 Joel Trask	2,240 Calvin Irving	2,025 Constance	1,816 Timothy Rose
	3,061 Phi Phan	2,550 Xiomara Torres	2,238 Sandra Dumas	2,020 Tuiteleleapaga	1,814 Connor O'Donnell
	3,043 Adalberto Paz	2,549 Waundlyn Hardemon	2,233 Vienna Howat	2,020 Kasali Kotun	1,813 John Bowen
	3,042 Julia Loboda	2,538 Tony Georges	2,231 Jenny Alvarez	2,020 Andrew Leah	1,813 Jillian Arshadi
	3,041 Jordon Graham	2,532 Michael Geyer	2,230 Baton Statovci	2,020 Danny Soury	1,811 Julie Aprahamian
	3,007 Nick Scordos	2,530 Victoria Lopes	2,220 Elaine Bergeron	2,005 Kathleen McArthur	1,809 Carlos Navas
	4,122 Roger Fredericks	2,523 Matthew Zang	2,219 Samson Adelufosi	1,999 Ligia Quevedo	1,803 Robert Houston
	4,102 Anthony Williams	2,521 Juan Olvera	2,211 Omar Vasquez	1,998 Joseph Sarasin	1,802 Laila Abadi
\$ 1,798 Ronald Davis	\$ 1,611 Robbin Shefski	\$ 1,429 Taj Tumber	\$ 1,283 Carlo Trinidad	\$ 1,066 Damisela Morales De Bonilla	
1,797 Jonathon Carothers	1,609 Asante Jackson	1,428 Damon Shere	1,277 Lety Gamero	1,183 Michael McLaughlin	
1,797 Raymond Kauppila	1,607 Mathew Kahwaji	1,426 Ryan Parrish	1,277 Chetna Vats	1,174 Christina Pinnock	
1,795 Chayson Williams	1,607 Sean Henry	1,425 Danny Juskiw	1,275 Ryan Martin	1,173 Sharon Briscoe	
1,789 Babajide Obashoto	1,601 Leticia Irving	1,425 Carlos Iraheta	1,271 Augusta Zablotty	1,173 Pa Aliou Kasseh	
1,781 Myaa Fallon	1,600 Asiguay Haugabook	1,425 Carlos Iraheta	1,269 Shahriar Mohammadi	1,171 John Sierra	
1,777 Melissa Argomaniz	1,596 Jamie Caldwell	1,424 Michael Scarborough	1,267 Carly Ferraro	1,171 Johnathan Reyes	
1,772 Miguel Marquina	1,592 Kayla Whipp	1,423 Jared Bader	1,267 Yuhung Yeh	1,167 Corina Omoware	
1,771 Christabel Ornelas	1,592 Jermaine Moye	1,423 Brent Henderson	1,267 Peter Padro	1,166 Bradley Christiansen	
1,770 Giuliano Di Nardo	1,591 Elijah Burdette	1,421 Kelly McDonald	1,263 Malik L Tyler	1,165 Taryn Perez	
1,769 Daniel Levine	1,561 Derek Koppari	1,418 Betsy Adney	1,262 Jason Ondic	1,165 Sullena Staton	
1,768 Sean Piha	1,560 Nicholas Gartside	1,415 Lynn Jenkins	1,261 Ernesto Delgadillo	1,164 Stephanie Montecillo	
1,766 Daniel Prinzo	1,559 Aaron Patt	1,414 Mark Gray	1,259 Adam Schaefer	1,158 Miliama Vavae	
1,765 Ranjana Chopra	1,555 Tyra Grant	1,413 Alexis Palacio	1,257 Ornela Martinaj	1,158 Ornela Martinaj	
1,763 Glenn Macaso	1,550 Brenda Fox	1,412 Dillon Kuehne	1,254 Larry Perez Rodriguez	1,157 Minji Co	
1,762 Jordyn Lavigne	1,547 Ngan Pham	1,409 Herivelto Pereira	1,253 Lambert McElrath	1,156 Tiffany Arntzen	
1,757 Xavier Evans	1,546 Jordan Hamrick	1,402 Cross Steplowski	1,250 Jeffery Oloyo	1,154 Joshua Bobb-Semple	
1,753 John Lamere	1,543 Serge Brouillette	1,400 Matthew Lehman	1,246 Nicole Wright	1,154 Endy Suriei	
1,753 Adalberto Paz Villalobos	1,540 Milton Sanders	1,400 Michele Faul	1,244 Derek Thompson	1,148 Nathanael Fullem	
1,752 Henry Jacobs	1,540 Imani Banks	1,398 Fatima Mashriqi	1,243 Jenny Kim	1,141 Khadijah Wright	
1,750 Jeffrey Tillman	1,539 Jeff Hardesty	1,392 Joseph Ciliberti	1,238 April Gibson	1,140 Ryan Schreiber	
1,742 Cathleen Hairston	1,539 Kempton Perry	1,391 Oscar Gastelum	1,236 Akash Naidu	1,137 Felipe Rojas	
1,742 Nafic Djendji Abdel Khalek	1,538 Jasmine L Walker	1,386 Valentina Nguyen	1,235 Fation Vrushii	1,137 Sarah Saleim	
1,741 Bettania Ramos	1,536 Diego Vargas	1,381 Christopher Applegate	1,234 William Speckels	1,135 George Shafiek	
1,740 Melissa Martinez	1,534 Amina Mayzel	1,371 Kelly Nelson	1,234 Chris Lewis	1,134 David Hurst	
1,739 Leanne Erney	1,532 William Smith	1,371 James Keeney	1,232 James Snipes	1,132 Carl Weydeman	
1,738 Sylwia Faucher	1,530 Fabian Wilson	1,370 Gavin Gavazzi	1,225 Zindora Crawford	1,131 Aubrey Wolfe	
1,737 Gahad Sulieaman	1,524 Cherrish Taylor	1,366 Brittmarie Yarian	1,224 Jimmy Quifille	1,130 Joseph Cascio	
1,735 Noah Vongunden	1,523 Serg Martires	1,362 Jennifer Ragan	1,224 Dirk Devries	1,129 Sirdaniel Turner	
1,720 Shai Mate	1,520 Sherry Schick	1,361 Bryan Stoddard	1,223 Paul Pestian	1,129 Doron Freud	
1,719 Evelin Castro-Sharif	1,515 Jack Fisher	1,359 Braden Buck	1,222 Souher Shadid	1,127 Frederick Cole	
1,713 Jared Guglielmino	1,508 Dylan Murphy	1,359 Jesse Spencer	1,221 Nyla Fay Ford	1,125 Matthew Abdo	
1,713 Ryan Vance	1,506 Joshua Goodman	1,353 Kayona Witter	1,220 Kevin Dimery	1,125 Mike Sukhbaatar	
1,705 Viktorious Dugan	1,500 Humberto Vivas Soto	1,351 Daniel Bean	1,220 Tanya Morrow	1,124 Alden Monger-Martinez	
1,697 Joseph Kanaan	1,499 Daniel Li	1,350 Paola Ramos	1,220 Gina Lopez	1,124 Colleen Dadante	
1,692 Orett Nelson	1,497 Joseph Hedborn	1,350 Morvarid Tadayan	1,220 Sean Taylor	1,122 Hilsy Perez	
1,692 Colin Ghee	1,497 Greta Wilson	1,340 Paolo D'Andrea	1,219 Amindell Reyes	1,120 David Ferriolo	
1,688 Christopher Gilbert	1,496 Funmilola Elumade	1,340 Yara Flahat	1,219 Juan Lopez	1,119 Courtney Dunlap	
1,686 Cathy Dishong	1,495 Ahmad Aqel	1,340 Yara Flahat	1,218 Dustin Dunbar	1,119 Emily Hiatt	
1,685 Marcus Martin	1,494 Desmond Martin	1,340 Yara Flahat	1,218 Bart Barrett	1,110 Malcolm Pasquier	
1,677 Bernardo Lopez	1,492 Tamara Leong	1,340 Yara Flahat	1,217 Michael Ezeafulukwe	1,108 Danna Lievano Lopez	
1,675 Drew Johnson	1,487 Latasha Young	1,337 Rochelle Morrison	1,216 Rochelle Morrison	1,102 Yelitza Dominguez	
1,673 Jordan Miller	1,487 Keenan Pacheco	1,337 Jessica Specht	1,216 Dominic Nieves	1,099 Francis Centrone	
1,671 Agustin Park	1,486 Dustin Edgell	1,334 Haeli Morris	1,215 Mariah Luquin Botello	1,098 Ifeanyi Ufundo	
1,671 Joel Nunez	1,483 Jose Manzo	1,332 Coely Walter	1,214 Ian Zollus	1,097 Cleopatra Sola	
1,671 Cash Sampson	1,474 Edgar Carruyo	1,331 Oliany Matos Abella	1,214 Nicole Barabas	1,094 Ryan Clawson	
1,668 Zachary McCormack	1,473 Gunnar Jorstad	1,330 Justin Sherman	1,214 Jose Aranguren	1,092 Ryan Hritz	
1,668 Ronald Vega Mauriz	1,473 Nickoy Hylton	1,328 Shanieke Beckford	1,212 David Bilotti	1,091 Nicole Guiho	
1,663 Jessica Pastor	1,472 Ashleigh Weir	1,328 Elmar Salas Velasco	1,212 Marirosa Mazza	1,091 Keeland Bryant	
1,662 Christopher P Filline	1,472 Scott Urbanowicz	1,327 Omaira Garces Ramonez	1,211 Nicki Griffiths	1,091 Taleetha Barnett	
1,659 Aliyah Weathers	1,471 Jeffrey English	1,325 Erica Buchanan	1,210 Joseph Misleh	1,090 Garron Moffett	
1,658 Ricky Gandhi	1,460 Savannah Schipman	1,315 Therese Hon	1,209 Christian Margarum	1,090 David Carpenter	
1,657 Veronica Salazar	1,459 Lia Luzon	1,312 Ebony Ortiz	1,209 Hailey Hudson	1,089 Danielle Morales	
1,655 Sarah Collen	1,456 Joachim Jean	1,307 Marilyn Peralta	1,207 Ronald Rivera	1,087 Mitchell Mickovic	
1,654 Elazar Roco	1,452 Alex Smith	1,307 Marilyn Peralta	1,205 Eric Collins	1,086 Abenadi Richards	
1,652 Kim Tran	1,448 Tammie Sullivan	1,305 Michael Maloney	1,203 Beau Minnick	1,084 Kylie DeRoock	
1,639 Juan Nunez	1,448 Eric Ramirez	1,302 Nella Lejeune	1,202 Genna DeMetsenaere	1,082 Jessica Peterson	
1,636 Woodrow Kincaid	1,443 Elba Diaz	1,302 Emily Klich	1,200 Dorothy Ibe	1,082 Derek Helmer	
1,633 Olga Tsymbal	1,442 Diana Doubrava	1,301 Damon Stroup	1,198 Antonio Evans	1,080 Bryan Froneberger	
1,628 Miguel Diego Esquivel	1,441 Tina Janti	1,299 Ragda Sharkawi	1,197 Zachary Hogle	1,080 Michele Cruz	
1,627 Dorota Rusew	1,440 Nicolas Rios	1,298 Shelby Rey	1,197 Joseph Michelin	1,079 Hans Klink	
1,626 Horace Johnson	1,436 Corey Helwig	1,297 Carlos Vargas	1,196 Maria Lugo Rincon	1,078 Jacob Wordhouse	
1,622 Tristan Trott	1,436 Johan Tabares Gordillo	1,297 Lowana Gooch	1,194 Amber Wade	1,077 Mitchell McLaughlin	
1,621 Shonda Duckett	1,434 Ashley O'Donal	1,296 Cameron Deuel	1,194 Tasha Marker	1,075 Michael Locke	
1,616 Alvin Ali	1,433 Lejla Jacobsen	1,292 Ambar Pimentel	1,193 Ali Eldefrawi	1,074 Maria Hinderleider	
1,616 Richard Sidoti	1,432 Marshall Fernandez	1,290 Jacob Robertson	1,192 Brenda Karagiannis	1,073 Rosa Valencia	
1,615 James Ganci	1,432 Robert Houston	1,287 Jovencio Sales	1,192 Triston Miller	1,072 James Wright	
1,614 Jacqueline Morris	1,430 Abeni Mayfield	1,285 Aaron Luczak	1,191 Andrew Dupont	1,069 Robert Stevens	
		1,283 Alan Jucak	1,188 Anne Marie Giron	1,068 Hugo Tigrera Gamboa	


LEADERSHIP BONUS

1




RYAN STENGLEIN
\$30,111
AO

2




JORGE CARIDAD
\$29,663
Fort Worth Latino Division

3




ENO IFTIU
\$28,104
AO

4



JOSHUA OLIN
\$27,265
AO

5



JEAN ROMERO CAPOTE
\$26,847
Jesus Romero

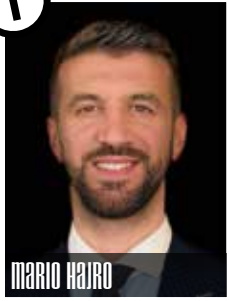
AUGUST BONUS LEADERS PAYOUT: \$1,782,887 QUALIFIERS: 842

<p>\$ 30,111 Ryan Stenglein 29,663 Jorge Caridad 28,104 Eno Iftiu 27,265 Joshua Olin 26,847 Jean Romero Capote 23,035 Taulant Bane 22,598 Arif Hajro 21,412 Zach Otto 20,013 Mark Neilson 18,799 Matthew Conrad 16,697 Joe Lewo 16,490 Blake Higuchi 15,613 Bruce Viaje 15,431 Norvi Belisario 14,935 Eric Thompson 13,383 Bobby Gujral 12,183 Daniel Li 11,856 Sara Vaz 11,819 Mark Bernsdorff 11,309 Jenny Kim 10,987 Scott Wheeler 10,716 Jake Gelb 10,423 Adalberto Paz 10,384 Joseph Tomanovich 10,246 Nick Scordos 10,144 Jillian Getz 10,007 Brody Maughan-Evanson 9,643 Daniel Prinzo 9,351 Brent Bowling 9,281 Klaudio Martinaj 9,261 Victoria Lewis 8,960 Aaron Piotrowski 8,507 Duane Shaw 8,483 Moriah Chandler 8,461 Johnny Ly 8,331 Luis Velasquez 8,328 Edward DeFurio 8,261 William Thomas 8,037 Sabrina Kryshundayal 7,907 James Sodan 7,734 Darrell Asbell 7,704 Zackarea Hakim 7,671 Andrew Bishop 7,442 Kingsley Hansen 7,143 Ashley Clarke</p>	<p>\$ 7,109 Carmen Pena Guedez 6,959 Ryan Crawford 6,855 Phillip Waisman 6,687 Saury Espailat 6,651 Jenna Grula 6,473 Mario Hajro 6,423 Kamal Tayyib 6,365 Michael Romero 6,255 Antonino Taormina 6,136 Bobby Hamilton 6,113 Daniel Perkins 6,063 Stella Roznovan 6,012 Daniel Pacheco 5,991 Patrick Knouse 5,973 Alfredo Garcia 5,958 Clayton Slaughter 5,930 Jessica Chang 5,918 Nafic Djendji Abdel Khalek 5,854 Luay Ghawi 5,789 Kevin Appasamy 5,785 Katie Stahulak 5,763 Donald Diulus 5,723 Nicholas Chuma 5,660 Jonathan Da-Al 5,647 Ahmed Kassem 5,616 Crystal Vairretta 5,591 Jason Bratin 5,521 Chris La Fond 5,511 William Parmeter 5,508 Michael Burningham 5,503 Alipate Makau 5,484 Daniel Zotter 5,425 Michael Mandella 5,391 Paul Samra 5,366 Brandon Minor 5,361 Cody Gardner 5,358 Adem Abdula 5,337 Meaghan Krecsko 5,233 Sokol Fazliu 5,203 Gregory Rudolph 5,150 Dustin Dunbar 5,032 Joshua Wang 4,952 Alberto Alcala 4,939 Michelle Olivo 4,895 Doron Freud</p>	<p>\$ 4,850 Joshua Jackson 4,823 Gabriela Sime 4,815 Mark Lahijani 4,806 Martin Salavec 4,755 Thor Leighton 4,753 Derek Foore 4,738 Ed-Maggie Myrthil 4,714 Jeffrey Espinal 4,709 Doris Martinez Garcia 4,664 Christopher Bentley 4,650 Chilynn Acevedo 4,589 Matthew Turnquist 4,512 John Santosuosso 4,502 Robert Jackson 4,483 Daniel Orr 4,463 Bobby Park 4,452 Susana Al Choufi Naim 4,404 Elmar Salas Velasco 4,403 Pedro Lemos 4,385 Jeffrey Hudson 4,249 Justin Diaz 4,221 Axel Carrasquel 4,195 Donald DeVoise 4,181 Nelly Cuba De Tabares 4,175 Tami Chaimov 4,159 Jennilyn Militante-Radnoty 4,124 Arturo Romero 4,055 Joy Vann-Austin 4,042 Marisa Willgruber 4,031 Stephen Jeung 4,022 John Torres 3,996 Jeremiah Russin 3,972 Alex Kae 3,965 Kendall Wilson 3,937 Jeffery Thiel 3,918 Britton Costa 3,868 Chris McFoy 3,857 Timothy Bugge 3,844 Jonathan Conner 3,831 Danny Juskiw 3,820 Vincent Massari 3,816 Beau Minnick 3,794 Helgi Bistochett 3,767 Christopher Bungay</p>	<p>\$ 3,721 Nairobi Contreras 3,687 John Lamere 3,670 James Fangmann 3,666 Massoud Vaziri 3,630 Daryl Graham 3,620 Ian Rouleau 3,617 Jesse Fullmer 3,617 Luis Guzman Millan 3,602 Joshua Egyud 3,599 Kelly Ekker 3,594 Levar Morgan 3,588 Michael Wright 3,556 Angel Caridad 3,538 Mathew Kahwaja 3,523 Phi Phan 3,506 Nakita Fortin 3,454 David Wang 3,432 Noe Perez 3,413 Patrick McKeown 3,401 Eric Snyder 3,376 Joshua Goodman 3,368 Roy Stephens 3,335 Steven King 3,322 Cole Hatfield 3,320 Ariana Jones 3,306 Joseph Rotolo 3,293 Darrin Roberts 3,270 Mac Duddy 3,241 Evan Donoghue 3,224 Ryan Fickert 3,220 Gianni Toma 3,192 Timothy Wilson 3,179 Tyler Ortiz 3,168 Travis Picklesimer 3,126 Ervin Metaj 3,117 Trevor Albritton 3,095 Adrain Alfred 3,094 Adrienne Bragas 3,040 Lubraska Iguaro 3,021 Conner White 3,017 Cash Sampson 3,007 Giovanni Diduro 2,984 Anthony Chinaglia 2,955 Taleb Jammoul Hajali 2,952 Romal Omid 2,927 Sergio Carta</p>	<p>\$ 2,908 Rita Rider 2,861 Jennifer Jantzen 2,849 Chase Miller 2,843 Kwabena Antwi 2,828 Ashley Johnston 2,822 Nabil Atallah 2,813 Alexis Pineiro 2,811 Venus Grier 2,804 George Shafiek 2,790 Sean Shephard 2,782 Zachery Kertulis 2,766 Joseph Sansobrinio 2,742 Daniel Umbertone 2,741 Mark Auvil 2,736 Mohamed Shogar 2,736 Jean M Joseph 2,723 Christopher Gilbert 2,711 Raul Rojas 2,706 Mariam Shahid 2,695 Marsei Hogan 2,683 Glorieth Liscano Gamero 2,677 Jhanna Valerio Vivas 2,663 London Burnett 2,662 Tina Nelson 2,621 Solgeis Cardozo Mijares 2,579 Melissa Quinn 2,562 Laura Graham 2,555 Ian Zollos 2,552 Travis Kovach 2,542 Morgan Lobello 2,541 Jesse Rennich 2,481 Jadelene Welty 2,471 Slavita Hut 2,467 Brandon Hughes 2,462 Steven Dell 2,457 Matthew Sutton 2,438 Ryan Slone 2,420 Veronica Coval 2,384 James Sherwood 2,380 Omar Billy 2,369 Bledar Bane 2,368 Saul Lopez 2,363 Austin Macias 2,363 Michael Barlettano 2,355 Carey Hartman</p>	<p>\$ 2,345 Jessica Santamarina 2,324 Paula Thompson 2,299 Carlo Buhay 2,272 Evelyn Romero 2,267 Maria Bonilla Borrego 2,231 Cristina Fox 2,223 Michael McKiernan 2,209 Sarah Collen 2,209 Jasmyne Norris 2,207 Laila Abadi 2,207 Astrid Castrillon 2,203 Sherrie McCarty 2,195 Sean Taylor 2,168 Justin Hermann 2,161 Phi Phan 2,136 Stuart Guthrie 2,136 Enid Franco 2,089 Benci Lavorini 2,067 Dylan Jackson 2,063 Melinda-Rae Lyse 2,055 Tina Skalkos 2,051 Ebony Ortiz 2,042 John Vacca 2,039 Jovanie Scarlett 2,037 Awa Babou 2,028 Cara DeFiore 2,018 Peter Gabranski 2,015 Ryan Wilson 2,001 Montana McDonald 2,000 Alon Barnur 1,997 Tanner Duy 1,997 Reynolds Akuamoaa 1,987 Brendan Suranyi 1,971 Dan Ikei 1,956 Patrick Keohane 1,931 Kevin Butchino 1,894 Bettania Ramos 1,881 Matthew McDowell 1,878 Andrew Chambers 1,843 Steve Svendsen 1,841 Damen Hartwick 1,826 Darius Rowan 1,824 Conor Markins 1,823 Tanner West 1,823 Jessenia Yazbek 1,815 Sergio Joaquin Haro</p>
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<p>\$ 1,809 Gunnar Jorstad 1,806 Brinsley Maughan-Evanson 1,787 Joshua Bacchus 1,784 Daniel Ramirez 1,783 Tiffany Babin-Washington 1,775 Joseph McCallister 1,770 Yeraldi Vila Gonzalez 1,768 Gary Slocum 1,760 Michael Jang 1,754 Jesus Parra 1,750 Matthew Hudlin 1,740 Cayla Ellenberger 1,727 Andrew Bogeas 1,688 Vanessa Farias 1,661 Peter Kwiatkowski 1,650 Andres Liranzo 1,639 Andi Iftiu 1,638 Paul Kelly 1,638 Ronald Rodriguez Garcia 1,636 Evan Stewart 1,626 Michelle Gould 1,613 Hasan Ghazal 1,611 Jeffrey A Smith 1,606 Ngan Pham 1,598 Genna DeMetsenaere 1,589 Lorena Barriere 1,576 Sean Blaney 1,570 Nicole Herrin 1,560 Jacqueline Kabluen 1,556 Tabitha McDermid 1,550 Toni-Ann Allen 1,550 Raul Pinto 1,547 Cartiza Rojas 1,545 Shane Valentine 1,542 John Tong 1,537 Erin Allen 1,531 Blake Tomblin 1,520 Willie Cummings 1,513 Trace Johnson 1,511 Eyad Awdi</p>	<p>\$ 1,498 Funmilola Elumade 1,495 Daniel Foore 1,492 Pablo Solis 1,490 Rosa Teixeira 1,482 Erica Robertson 1,481 Taurean Flournoy 1,477 Sandra Archer 1,468 Justin Adams 1,468 Jorge Toribio 1,466 Alexandra Jaeger 1,452 Seth Frisby-Jack 1,431 Shalom Chaimov 1,427 Melinda Skinner 1,418 Francesca Veltri 1,413 Iv Menache 1,403 Bretta Cummings 1,399 Phillip Rigoli 1,395 Joshua Reyes 1,392 Anthony Solano 1,380 Adam Wheeler 1,368 Nelson Desmond 1,363 Alan Sedaghat 1,355 Arnessa Beamon 1,354 Mark Lomonaco 1,349 Roselvy Mediavilla 1,339 Tyler Cox 1,335 Sky Plunkett 1,331 Cyan Kissingner 1,327 Richard Phaturos 1,324 Mario Montes Santiago 1,302 Aaron Chen 1,296 Victoria Lindner 1,281 Monica Montgomery 1,274 Jesseca Millholm 1,270 Chalisa Holmes 1,269 Connor O'Donnell 1,268 Daniel Schwartz 1,266 Athea Buchanan 1,265 Rafael Medina 1,259 Paul Smith 1,254 Bradley Fordyce 1,238 Rackeem Miller 1,225 Dwayne Gomez</p>	<p>\$ 1,221 Jinelly Urena 1,218 Chad McLaughlin 1,216 Dianka Blash 1,209 Kerry Zorns 1,209 Jordan Russell 1,204 Johnny Fuller 1,203 Breana Noggles 1,200 Zachery McHattie 1,193 Carmen Arroyo 1,190 Alyssa Shamsi 1,187 Oyindamola Falegan 1,179 Stephanie Harris 1,176 Christopher Hintz 1,168 Elias Boles 1,167 Mark Banks 1,155 Julian Navalta 1,152 Cody Nykoliation 1,150 Matthew Hunsberger 1,149 Kelly Schoenherr 1,142 David C Williams 1,136 Alejandra Ramos 1,135 Cesar Rodriguez 1,132 Mark Reilly 1,132 Yania Tineo Soto 1,131 Devon Chapman 1,129 Michael Gerstein 1,125 Eric Peyton 1,122 Sierra Kelsey 1,121 Maria Chacinpino 1,118 Troy Williams 1,102 Mason Sanchez 1,099 Jacob Krakora 1,093 Amanda Ashley 1,085 Jeanine Barlettano 1,082 Ransay Vazquez 1,075 Arianna DaLuz 1,068 Jay Maska 1,064 Michael Battaglio 1,056 David Carpenter 1,047 Heriberto Chavez 1,046 Ryan McIntosh 1,038 Matthew Bogle 1,036 Duni Olusegun</p>	<p>\$ 1,026 Gerardo Gonzalez 1,021 Brandon Summerton 1,016 Chad Boskat 1,016 Morella Parejo 1,015 Bryce Engstrom 1,015 Mickey Adkins 1,008 Tyler Church 1,007 Christopher Botelho 995 Colin Ghee 995 Karlie Howard 989 Divianna Garcia 986 Sean Gillespie 982 Tyler Stewart 974 Raiq Hussain 965 Andy Batten 962 Ross Ewen 952 John Catalano 948 Jimmie Parsons 942 Bruno Nuro 933 Mele Makau 929 Isaac Foster 926 Kyle VanBibber 920 Sophia Armstrong 915 Danisabel Rodriguez 910 Kalie Mendrek 905 Mark Diskin 903 Lalitha Janardhanan 902 Nolan Burke 889 Ashley Hutson 876 Danielle Morales 875 Lawrence Smith 853 Christopher P Filline 852 Maria Montoya 851 Havis Alvarado 844 Matthew Cartwright 843 Jantale Jones 839 Sean Smith 826 Justin Rydzziel 819 Behrad Baghbanian 816 Ireland Sirni 815 Richard Sidoti 806 Klaudio Merizaj 801 Nancy Branson</p>	<p>\$ 799 Asa Rowe 799 Corey Helwig 792 Nicole Wright 779 Jeffrey Hall 777 Stephen Coons 775 Marc Albo 771 Selale Booher 765 Jasmine Snell 765 Aaron Patt 757 Preston Klutz 743 Gayyn Florell 738 Kristi Mills 732 Kempton Perry 724 Akram Mirahmadi Shalamzari 720 Travis White 716 Mycah Teagardner 715 Morvarid Tadayon 712 John Hartin 711 Danny Souri 699 Mavrick Fredericks 693 Mitchell Mickovic 691 Leonardo Alsinia 688 DeAndre' Coleman 684 Amanda Peterson 681 Jacob Russell 679 Brandine Floyd 676 Dina Boghdady 668 Rachael Glamp 666 Elyse Bryan 657 Tommy Conard 656 Christina Shanno Baldwin 653 John Orr 649 Daniel Lopez-Velasquez 641 Michael Nichols 640 Brenden Meier 636 Tarik Parker 628 Jennifer Lucero 626 Derek Sutherland 624 Agnieszka Kusper 624 Jimmy Quiffille 620 Spencer Kozej</p>	<p>\$ 618 April Baxter 615 Ryan Hall 615 Sione Maumau 612 Christopher McGlynn 604 Jorge Serra 601 Jillian Heaney 600 Anthony Aiello 595 Priscilla Blanco 593 Andreina Atencio Prado 583 Ryan Hritz 582 Hugo Flores 580 Maria Martinez 578 Kade Beck 576 James Marks 572 Cameron Gray 567 Andre LaRose 566 Arcelia Zizumbo 563 Aaron Parks 562 Shubham Setia 562 Nicole Preston 557 Anthony Salerno 553 Kristi Basho 550 Leonardo Alsinia 541 Maria Elisa Moros Ojeda 541 Valerie Michon 539 Christy Anderson 536 Jennifer Spalding 535 Daniel Arzate Roa 535 Joshua Notte 529 Anthony Mazurkewicz 515 Ashley L Pitts 506 Catalina Mendoza Hernandez 506 Alexander Gross 503 Lindsey Stakset 502 Lauren Smalley 501 Isaac Fuentes 500 Zachary Poker</p>
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RGA LEADERSHIP BONUS

1



MARIO HAJRO
\$71,538
AO

2



COREY HELLY
\$33,818
Giglione-Ackerman

3



TAHIS QUINTERO BONILLA
\$32,259
Jesus Romero

1



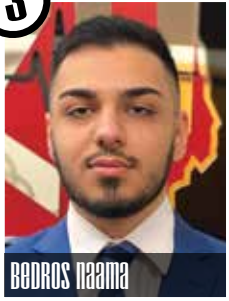
BLEDAR BANE
\$9,214
Dustin Venekamp

2



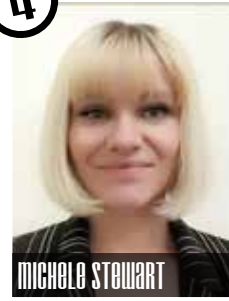
JHON ESCARIZA CONTRERAS
\$7,875
Fort Worth Latino Division

3



BEDROS NAAMA
\$6,595
Zach Hart

4



MICHELE STEWART
\$6,453
AO

5



ANGELLESE CAMACHO
\$6,326
Nick Moore

SA/YA DIRECT CODE FIELD TRAINING BONUS

AUGUST BONUS LEADERS

PAYOUT: \$941,742

QUALIFIERS: 168

\$ 71,538 Mario Hajro	\$ 9,741 Sokol Fazliu	\$ 4,687 Tyler Worstell	\$ 2,941 Rachel Brown	\$ 1,838 Casey Kunash	\$ 1,168 Jeffrey Hall
33,818 Corey Helly	9,327 Anita Ferris	4,339 Ronald Rivera	2,877 Michael Russin	1,825 Peter Kwiatkowski	1,161 Amanda Peterson
32,259 Tahis Quintero Bonilla	9,254 Andy Batten	4,185 Gabriela Sime	2,851 Tony Geer	1,800 Melinda-Rae Lyse	1,153 Darrin Roberts
30,524 Mark Neilson	9,215 Brody	4,142 Justin Sutton	2,836 Taurean Flournoy	1,754 Joseph Tomanovich	1,140 Raul Rojas
28,423 Robert Janev	Maughan-Evanson	4,091 Sara Vaz	2,811 Michael McKiernan	1,731 Pedro Lemos	1,088 Jacob Russell
27,660 Bobby Gujral	9,015 Jeffrey Espinal	4,017 Jenny Kim	2,745 Jonathan Phillips	1,695 Travis Vaughn	1,084 Slavita Hut
27,426 David Carpenter	8,975 Eric Thompson	3,680 Bobby Hamilton	2,715 Brandon Minor	1,693 Patrick Donovan	1,074 Levar Morgan
26,238 Joshua Olin	8,960 Clayton Slaughter	3,676 Michael Russo	2,686 Michael Battaglio	1,657 Brenden Meier	1,068 Omar Billy
24,008 Reynolds Akuamo	8,221 Randall Cook	3,638 Mark Lahijani	2,657 David Quevillon	1,642 Jeffrey A Smith	1,043 Stephen Jeung
19,227 Darcy Schrieber	8,092 Elias Boles	3,620 Daryl Graham	2,630 Blake Higuchi	1,608 Christopher Botelho	1,034 Andrew Chambers
18,858 Matthew Diulus	8,064 Zach Otto	3,579 Clint Perry	2,607 Shahab Mahdaveinejad	1,606 Alexis Gomez	957 Mavrick Fredericks
17,663 Justin Adams	7,498 Alexis Naranjo	3,569 Aaron Piotrowski	2,540 Doron Freud	1,452 Phillip Waisman	942 Ryan Stenglein
16,868 Christopher Hintz	7,319 Andrew Bishop	3,544 Ashley Wenning	2,504 Derek Foore	1,395 Michael Gerstein	923 Mayra Robles
16,039 Ashley Clarke	7,296 Matthew Turnquist	3,514 Alexandra Graham	2,489 Mariam Shahid	1,368 Donald DeVoise	907 Brandon Summerton
15,837 Walter Icaza	7,234 Amr Shater	3,448 Bryan Juskiw	2,482 Joshua Goodman	1,361 Justin Hermann	895 Aaron Parks
15,423 Raymond Risucci	6,933 Jessica Chang	3,438 John Vacca	2,391 Samantha Ralston	1,343 Stuart Pagan	857 Jason Bratin
14,697 James Sodan	5,886 Britton Costa	3,437 Romal Omid	2,367 Jinelly Urena	1,341 Peter Gabranski	845 Tommy Conard
14,241 Mike Paragiou	5,621 Robert Jackson	3,388 Meaghan Krecsko	2,306 Yussuf El-Zein	1,333 Tim McAdams	744 Matthew Hudlin
12,983 Paul Smith	5,570 Scott Wheeler	3,355 Marissa Neff	2,297 Matthew Conrad	1,323 Elyse Bryan	719 Blake Tomblin
11,923 Chase Miller	5,380 Bruce Viaje	3,340 Sergio Carta	2,233 Chris McFoy	1,307 Jesse Rennich	652 Stephen Coons
11,254 Angel Contreras	5,178 Paul Kelly	3,172 Astrid Castrillon	2,220 Kingsley Ibeh	1,276 Johnny Ly	619 Joy Vann-Austin
11,134 Alberto Alcalá	4,935 John Santosuosso	3,171 Gary Slocum	2,178 Ryan Hall	1,232 DeShawn Moore	601 Darez Meriwether
10,896 Brent Bowling	4,883 Chris La Fond	3,158 Joseph Rotolo	2,131 Andre Bent	1,229 David Rigney	590 Kelly Ekker
10,637 Gregory Rudolph	4,843 Patrick Knouse	3,072 Kaitlyn Brandt	1,934 Ryan Fickert	1,229 Joshua Jackson	507 Charles Ferrari
10,229 Kimberly Hamilton	4,829 Cody Gardner	2,943 Morgan Lobello	1,857 Tiffany	1,218 Michael Burningham	
9,901 Brandon Baker	4,817 Ryan Wilson	2,943 Magda Figueiredo		1,205 Matthew Bogle	


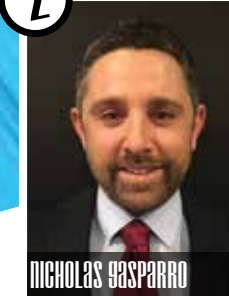
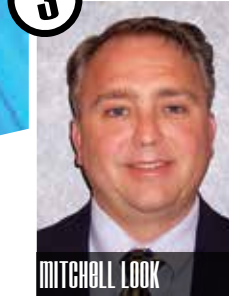


AUGUST BONUS LEADERS

PAYOUT: \$499,255

QUALIFIERS: 705

\$ 9,214 Bledar Bane	\$ 2,451 Sean Taylor	\$ 1,551 Jonathan Ballard	\$ 1,117 Jadlyn Lafferty	\$ 862 Richard Leveille	\$ 673 Maria Jaramillo
7,875 Jhon Escariza Contreras	2,354 Enri Sako	1,538 Anita Poche	1,117 Tiffany Bertao	862 Cartiza Rojas	667 Ervin Metaj
6,595 Bedros Naama	2,349 Victor Romero	1,538 Tyler Menge	1,111 Genevieve Clements	862 Chris Lewis	665 Dylan Murphy
6,453 Michele Stewart	2,321 Agnieszka Kusper	1,530 Yania Tineo Soto	1,101 Sophia Armstrong	859 Robert Hardy	664 Ireland Sirni
6,326 Angellese Camacho	2,293 Justin Sherman	1,529 Jihad Ottallah	1,092 Carlos Camacho Medina	844 Savannah Schipman	663 Mayaribe Rivas Delsi
6,184 Roque De Jesus Acosta Gonzalez	2,290 Jorge Reyes	1,527 Ashlee Brill	1,083 Jojuan Wilson	834 Zorhedy Romero Aranda	663 Stacy McCallum
6,172 Jonathan Collins	2,288 Jorge Serra	1,526 James Marks	1,076 Mia Mitchell	829 Hollie Wood	659 Yelineth Godoy Latuff
5,760 Willie Hobbs	2,288 Eric Caballero	1,518 Glorietth Liscano Gamero	1,074 Juan Guzman Aular	829 Sergio Joaquin Haro	651 Samantha Marsteller
5,227 Trinsy Teague	2,201 Valentina Carmona	1,510 Hugo Tigrera Gamboa	1,071 Selale Booher	820 Michael Wilson	641 Jared Robertson
5,216 Marcos Mendoza Cedeño	2,180 Tanner Midlick	1,490 Tecole Smith	1,069 Katy Rivera	819 Joseph Crivelli	633 Alvaro Ramirez Calderon
4,870 Cody Nykoliation	2,155 Phillip Rigoli	1,452 Brandon Atchley	1,063 Kurt-James MacMillan	815 Normaned Arocho Pendas	631 Spencer Linton
4,240 Michael Geyer	2,136 Brent Henderson	1,397 Michael Hutchinson	1,047 Jonathan Parham	813 Gonzalo Buitron Olvera	631 Nicola Albano
4,126 Andreina Atencio Prado	2,062 Jack Morgan	1,374 Amalia Rodriguez De Nava	1,042 Abraham El Refaei	808 Jonathan Harms	627 Denise Masulit
3,969 Nestor Morales	2,039 Mario Chavez	1,362 Jamie Caldwell	1,037 Phillip Peavey	805 Kenina Youngblood	616 Morella Parejo
3,847 Tyler Teague	2,018 Axel Carrasquel	1,354 Luis Sanchez Alvarez	1,024 Calvin Brewer	803 Chandler Collins	615 Freddy Diaz
3,529 Mesele Ruhland	1,991 Justin Schmidt	1,345 Mickey Adkins	1,017 Chloe Snow	796 Ryan Hritz	610 Richard Sidoti
3,525 Carlos Barreto Bermudez	1,987 Emma Tulp	1,345 Thomas Wright	1,005 Yndira Tarazona Carmona	795 Chakeena Martin	610 Giorgi Gogidze
3,517 Ebony Ortiz	1,945 Luis Osorio Bello	1,329 Caitlin Roth	998 Valeria Lake	793 Roxana Duarte Castillo	609 Angel Caridad
3,217 Amindel Reyes	1,928 Daniela Rangel	1,327 Daniel Levine	986 Joseph Smart	793 Christopher Mazzarelli	605 Ryan Queyrouze
3,199 Jillian Getz	1,888 Tevin Overton	1,325 Jenny Anderson	986 Atticus Wilklow	790 Aaron Gillespie	591 Brian Morris
3,139 Gabriel Rocha	1,858 Nancy Djendji	1,310 Jennifer Holt	986 George Ray	775 Asa Rowe	586 Michael Demaggio
3,120 David Ramirez-Benitez	1,840 Mitchell McLaughlin	1,309 Steven Counts	985 Madelyn Sanders	774 Charles Powers	583 Jalen Holmes
3,119 Kristi Basho	1,831 Cory Moncol	1,302 Chase Snider	983 Henry Jacobs	765 Alexis Gatson	578 Sandra Armendariz
3,083 Hadi Harb	1,810 Lambert McElrath	1,298 Yeraldi Vila Gonzalez	973 Gunnar Jorstad	763 Admire Hwata	577 Herlin Celicourt
3,060 Zachary McCormack	1,801 Leonardo Alsina	1,288 Daniela Rangel	967 Alexander Camacho	761 Michael Donnelly	568 Joshua Hernandez
2,981 Spencer Kozej	1,776 Priscilla Blanco	1,752 Katelyn McCombs	956 Cortney Dunlap	759 Steven Baum	555 Christina Pappas
2,889 Anthony Riley	1,741 Paige Zuzick	1,741 Elmar Salas Velasco	955 Jacob Rosinsky	758 Shanna Cote	552 Francisca Villegas
2,848 Nicholas Gartside	1,733 Outtara Ly-Beltre	1,733 Maria Bonilla Borrego	950 Kellie Tucker	755 Damaras Obi	542 Joshua Johnson
2,816 Gabriela Perez	1,714 Xiomara Torres	1,714 Alexandra Jaeger	942 Dionne Bass	752 Jessica Daniels	542 Andrea Caridad Perez
2,814 Jose Aranguren	1,709 Danny Souri	1,709 Danny Souri	939 Carlos Velasquez	750 Marilyn Crook	540 Craig Hollowell
2,775 Yolamar Picon Mora	1,700 Joshua Hosenbold	1,700 Joshua Hosenbold	935 Morgan Dare	746 Lubraska Iguaro	540 John Tong
2,759 Abigail Luna Rodriguez	1,680 Isiah Brown	1,680 Isiah Brown	933 Trayvontae Allen	744 Patrick Keohane	535 Fernando Coiran
2,751 Yxel Yanes Yradi	1,654 Darren Lawhon	1,654 Darren Lawhon	931 Daniel Ruiz	742 Mycah Teagardner	534 Michael Maloney
2,747 Joshua Notte	1,641 Sandra Winstead	1,641 Sandra Winstead	924 Silas Merkel	738 Arianna DaLuz	532 Alexandria Greer
2,741 Breana Noggles	1,628 Dameyan Chambers	1,628 Dameyan Chambers	917 Luke Reiter	722 David Archer	529 Endy Suriel
2,680 Klaudio Merizaj	1,624 Jennifer Siregar	1,624 Jennifer Siregar	915 Shane Valentine	721 Angela Perez-Gomez	523 Andrea Leon Moreno
2,667 Christopher Fortenberry	1,620 Bryce Engstrom	1,620 Bryce Engstrom	908 James Romero	720 Zachery McHattie	521 Esmeralda Cruz
2,545 Hedly Bahena Reyes	1,612 Brandine Floyd	1,612 Brandine Floyd	906 Mason Tortorice	708 Luciano Valero Vidal	520 Diana Navarro
2,535 Christopher Yuan	1,612 Showshana Steen	1,612 Showshana Steen	901 Andi Iftiu	707 Nicholas Smith	516 Mitchell Jeremiah
2,489 Ileana Tineo	1,594 Bryan Brasil	1,594 Bryan Brasil	900 Yuhung Yeh	698 Nicholas Micare	512 Damisela Morales De Bonilla
	1,583 Stacie Freye	1,583 Stacie Freye	884 Andre Miller	692 Jason Green	506 Whitney Dotson
	1,571 Reem Rabi	1,571 Reem Rabi	883 Katherine Nummy	690 Steve Torres	505 Tension Mather
	1,570 Emmanuel Paragios	1,570 Emmanuel Paragios	883 Ivonne Leon Vivescas	679 Lourdes Davila	
	1,560 Marvin Gonzalez	1,560 Marvin Gonzalez	879 Jonathan Sultun Levy	679 Gabrielle Kolar	
			864 Johanna Soto-Silva	674 Sean Smith	

REINSTATEMENT BONUS

1	2	3	4	5
				
DASON PHAUL \$2,466 Theodore Pappas	NICHOLAS GASPARRO \$1,386 Sabrina Lloyd	MITCHELL LOOK \$1,367 S-S-Parks-Salvaggi	ORBY KELLEY \$1,335 S-S-Bendure-Hartwig	JENNY ALVAREZ \$1,151 Theodore Pappas

AUGUST BONUS LEADERS | PAYOUT: **\$35,854** | QUALIFIERS: **100**

- | | | | | | |
|--------------------------------|-------------------------------|------------------------------|---------------------------------|------------------------------|------------------------------------|
| \$ 2,466 Dason Phaul | \$ 1,151 Jenny Alvarez | \$ 941 Maurice Baritz | \$ 733 Herivelto Pereira | \$ 545 Zenon Zorij | \$ 511 Elizabeth Keiderling |
| 1,386 Nicholas Gasparro | 1,101 Denise Ley | 888 Loraine Patterson | 723 Sami Mogannam | 533 Pamela Drury | |
| 1,367 Mitchell Look | 1,026 Joseph Faisant | 770 Diane Carrion | 577 Megan Russell | 528 Dinah Cawthorne | |
| 1,335 Orby Kelley | 941 Adem Abdula | 750 Ryan Vopat | 546 Valerie Ross | 515 Lenora Blackstone | |

5 BONUS TOTAL: \$5,837,937

WORLD'S GREATEST \$2,578,199	LEADERSHIP \$1,782,887	RG LEADERSHIP \$941,742	SA/GA TRAINING \$499,255	REINSTATEMENT \$35,854
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

MILLION DOLLAR CLUB

Another champion, another milestone!
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!

	
Kashala Guiden Sabrina Lloyd Contracted 7/8/14 Qualified 8/31/21 \$1,007,790 Net ALP	Amy Shui Giglione-Ackerman Contracted 11/2/07 Qualified 8/31/21 \$2,001,258 Net ALP

Correction:
The following Million Dollar Club Qualifiers should have been included in June Spotlight.

		
Troy Plummer AO Contracted 4/13/05 Qualified 5/31/21 \$1,005,298 Net ALP	Alma Gonzalez Andrew McQuade Contracted 5/21/13 Qualified 5/31/21 \$1,003,820 Net ALP	Joel Trask Satti-Kanaan Contracted 8/13/15 Qualified 5/31/21 \$1,002,370 Net ALP

FOUNDERS CLUB

August Qualifiers—
Outstanding Producers & PR Representatives:



Kevin Ishikane

AO
4 Qualifications
\$174,208 Net ALP
88.1 RET



Duni Olusegun

James Cunningham
3 Qualifications
\$164,101 Net ALP
81.9 RET



Shiv Patel

Sabrina Lloyd
1 Qualification
\$125,974 Net ALP
83.9 RET



Dina Boghdady

AO
7 Qualifications
\$125,139 Net ALP
80.6 RET



Alipate Makau

Steve Friedlander
9 Qualifications
\$124,483 Net ALP
91.6 Persistency



Matthew Zang

AO
4 Qualifications
\$99,110 Net ALP
84.5 RET



Sharon Potter

Sabrina Lloyd
1 Qualification
\$92,603 Net ALP
90.1 RET



Bryan Juskiw

S-S-Bendure-Hartwig
6 Qualifications
\$89,971 Net ALP
85.4 RET



Ashley Mysza

Tommy Vena
2 Qualifications
\$89,894 Net ALP
87.5 RET



Christina Salvatore

AO
1 Qualification
\$85,654 Net ALP
80.1 RET



Connor O'Donnell

S-S-Parks-Salvaggi
1 Qualification
\$82,281 Net ALP
86.8 RET



Damon Stroup

Mathew Hart
1 Qualification
\$65,894 Net ALP
83.7 RET

DIRECTORS OF THE MONTH



Leaders growing leaders



Sales Director of the Month

Stephanie Kell

Stephanie had 45.01% growth over August 2020.



VP of the Month

Renee Jeffries

Renee had 15.98% growth over August 2020.



PR Director of the Month

Jacqueline Lowe

Jacqueline met 132.20% of Objective during August 2021.

EXPECTATIONS

They Are a-Changin'



David Zophin

President
American Income Life &
National Income Life Divisions

I know the people who are reading this know a thing or two about exceeding expectations. During a time of international crisis, our sales force and PR team went above and beyond to turn what could have been a catastrophic year into one of the best and most impressive years this Company has ever seen. At the onset of 2020, Steve and I had faith our people would be able to keep us afloat ... what happened still amazes me. We saw production and growth like never before, and that's thanks to all of you.

So when I write to you about our world today and how expectations have changed, I have every confidence that you will exceed those expectations once again.

When I use the term 'changing expectations,' it applies to everyone from our customers to our recruits. If you haven't noticed, the climate of the world has elicited some very strong opinions from people in every direction. And regardless of your takeaways from the past year and a half, it's important to recognize and understand people's opinions, beliefs, and changing expectations on every side.

Whether it's continuing to utilize virtual technology to interact with customers who prefer its safety; or speaking to a family who still may not fully understand the importance of life insurance, or even lending a sympathetic ear to someone who has truly seen dark times recently ... Our task is to be a positive force in their lives. We must see the world through post-pandemic eyes and go beyond this new world's changed expectations.

I know it's nothing to be taken lightly, and I think that after 19 months of constant adjusting and uncertainty we're all ready for life to get a little simpler. But the thing about change is, once you get used to it, it becomes manageable. It becomes easier. So even though it may

be challenging to figure out what you need to do to meet the new and changing needs of our customers and recruits, I know that you're all up for it, and I know you'll do an incredible job (once again).

Like it or not, we are living in a world that's noticeably different from what it was a year and a half ago. And I think it's safe to say all of us have changed, as well. We've changed our perspective and we've changed the way we do things. But that's a good thing because we need change to survive, and more importantly, to **thrive**. Change is what has allowed us to continue to perform so spectacularly, and if we're willing to continue to be flexible and adaptable, I know we'll continue to knock it out of the park.

So be understanding of the changing expectations of the people we serve and the people we recruit. Keep an open mind at every encounter. Don't lose focus of our mission – which hasn't changed – but be aware of the different landscape we're operating in.

I wouldn't entrust such a task to just anyone, and I look forward to my expectations being exceeded again. 🙌



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2022

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